



Example of Manager, Automation Job Description

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Our growing company is looking to fill the role of manager, automation. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for manager, automation

- Able to develop and implement strategies to attack competition and increase market penetration using marketing tools (i.e., Point of Sale, Direct Mail, local Tele-sales)
- Develops and maintains harmonious customer, potential customer and vendor relations
- Implements marketing plans and business plans to develop and grow regions sales develops and recommends specific sales and marketing objectives for regions products
- Coaches and counsels personnel to effectively manage growth in each product discipline
- Ensure the general sales force (inside and outside) has a base level of automation expertise necessary to support daily sales activity
- Implement local training programs to address areas of need
- Develop overall strategy and plans for Industrial (MRO, OEM, Specifier), Government/Infrastructure and Institutional markets with Rockwell Automation, Rockwell Encompass Partners, and other key automation suppliers
- Manage execution of vendor/partner sales plans with Sales Managers for all markets and their Industrial Outside Sales Teams
- Assist Region and Corporate management with review and implementation of key automation supplier initiatives
- Assist Sales Managers with execution of joint vendor plans with automation suppliers

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- Runs regular team meetings and ensures any blockers or issues are resolved
 - PMP certification and familiarity with waterfall project model would be an additional advantage
 - Hands on technology implementation experience as project manager or business analyst / architect
 - Familiarity with Robotic Process Automation concepts and platforms
 - Familiarity with process improvement methodologies (Green Belt/TQM)
 - BS degree in Mechanical Engineering with a minimum of 8 years of equipment design experience