

Director of Controls

Allied Supply Company, Inc. is an industry leading, 80-year old, family-owned, wholesale distributor of Air Filtration, Control Systems, HVACR Parts/Equipment and Refrigeration Products. If you are interested in taking your career to the next level and have a Controls background, we have a great opportunity for you. We have an immediate opening for a Director of Controls. The position could be based out of our Dayton or Cincinnati office.

Job Responsibilities

- Manage and lead the Controls department, including direct supervision of 2 Controls Specialists. Provide leadership and support.
- Develop department strategy. Direct and execute strategy to increase sales.
- Support Territory Managers in technical selling of Controls products.
- Visit job sites and provide quotes for projects.
- Provide support for all branch locations.
- Represent Allied Supply at industry conferences and meetings. Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, and establishing personal networks.
- Develop and execute sales presentations to current and potential customers.
- Monitor competition by gathering current marketplace information on pricing, products, new products, and merchandising techniques.
- Support efforts to consistently grow the base of referral sources.

Job Qualifications

- Associate/bachelor's degree in Electrical Engineering or equivalent education and experience. HVAC background highly beneficial.
- Strong managerial and leadership skills. Critical-thinker.
- Strong communication skills (oral and written).
- Strong Customer service, presentation and computer skills.
- Must be a self-starter, self-motivated, disciplined.
- May require occasional overnight travel.

Allied Supply Company offers:

- Competitive salary plus incentive program.
- Expense reimbursement
- Benefits package to include medical, dental, short and long term disability, profit sharing, PTO and more.

If you are looking for a career opportunity, forward confidential resume and salary requirements to: employment@alliedsupply.com

Allied Supply Company Inc. is an Equal Opportunity Employer.

Dayton

1100 East Monument Ave.
Dayton, OH 45402
Phone (937) 224-9833
Fax (937) 224-5648

Lima

460 South Main St.
Lima, OH 45804
Phone (419) 223-0045
Fax (419) 224-5401

Mansfield

221 Mansfield Industrial Pkwy.
Mansfield, OH 44903
Phone (419) 526-3111
Fax (419) 525-0056

Toledo

630 Phillips Ave.
Toledo, OH 43612
Phone (419) 478-9300
Fax (419) 478-9304

Cincinnati

707 Carr St.
Cincinnati, OH 45203
Phone (513) 631-6148
Fax (513) 631-6291

Columbus

670 East 5th Avenue
Columbus, OH 43201
Phone (614) 299-9444
Fax (614) 299-2331