



Profile: President – PMC–STS Inc

The Company

Based in Danbury CT for more than 60 years, PMC-STS Inc. (Formerly PMC Engineering LLC) is a design and manufacturer of high performance precision sensor products. These include Pressure, Level and Temperature, and address a wide range of market segments, including Aerospace, Water, Oil & Gas, Paper, Motor-Sport and many more. PMC-STS is well known for its high quality and strong position in the Market. www.pmc1.com

PMC-STS is part of the STS Group of companies with Global HQ close to Zurich Switzerland. STS has developed world leading technologies in the field of pressure measurement and provides PMC-STS with a great opportunity to rapidly expand its North American Business. Other STS locations include China, Germany, France and Italy. www.stssensors.com

The Opportunity

We are looking for an ambitious highly accomplished and visionary leader to our engaged and motivated team in Danbury CT. Currently there are 6 direct reports forming a senior management team, covering all vertical functions. As the head of PMC-STS, the successful candidate will report directly to the Group CEO, who is based in Switzerland. A local Board will support the President for networking and market intelligence in North America. This is for support rather than being a reporting line.

This is an exceptional opportunity to drive growth of the US-company as part of a global corporation and shape the future of our company.

Responsibilities

- Assume full responsibility of the financial performance of PMC-STS
- Through your Management Team you will be responsible for Finance, Operations, Design and Production Engineering, Sales, Marketing, IT and General Maintenance including the STS owned building.
- Maintain the correct balance between customer relationships and developing a profitable business.
- Aligned with the group global strategy, develop the local strategy to further penetrate the US-market, identify the most promising market segments, increase market share and brand recognition.
- Ensure that the Company presents the correct US image to the customers and market it serves.
- Strengthen the organization overall with best practices, e.g., demand generation, funnel management, lean manufacturing methods and financial data driven decisions.
- Continue to integrate PMC-STS into the STS corporate philosophy. Initial priority will be the ERP introduction to gain significant efficiencies in all aspect of the business.

Qualifications

- The successful candidate will have an engineering degree preferably in mechanical, electrical or physics. The ability to understand the products from a technical and application point of view is important.
- Prior knowledge of the business side is also important, and the candidate should be able to demonstrate a thorough understanding of the overall business based on experience or qualification.
- Our ideal candidate should have an established career in developing core competencies in the technical operations and process side of the business, while not losing the fundamental customer requirements. Being responsible for customer specific developments in conjunction with developing operations at the same time is ideal.
- Our focus business is pressure transducers based on silicon and ceramic sensor technology. Prior knowledge of these products is ideal although strong previous experience with other sensing measurands will be considered.
- Our strength is developing custom products into niche applications together with the customer on a B2B basis. Creating an efficient business model to satisfy the customer and return good margins will be key to the successful business. Annual quantities can vary from 100 to 5000.
- As an important member of the STS Group, we expect the candidate to have visionary and strategic input to help develop the business beyond current boundaries, e.g. new technologies or complementary acquisitions.
- As an accomplished leader the candidate has the capability for role flexibility and resources in different dimension: Data and KPI driven decisions combined with empathy and soft skill elements.
- Cultural understanding. PMC-STS is a US organization and must remain that way, at least from the outside. STS is a Swiss/European company and of course operates that way. However, previous experience and understanding of working closely with a European Company will be helpful.

What We Offer

- A dynamic environment where you can make a significant impact in shaping PMC-STS under the new ownership while being part of a global organization.
- A competitive salary package, including Medical, Dental, Vision Insurance, Life Insurance and 401K with match.
- A stable and long term oriented privately owned company.
- A clear operational responsibility for the US organization and being integrated into a global organization.
- An experienced multi-disciplinary team of passionate professionals, sharing ideas and collectively driving the business forward.

For further information or for submitting your application please contact Kathy Gleason, Head of HR at PMC-STS (kgleason@pmc1.com).