

Project Manager / Client Liaison Job Description

Stone Technologies is looking for experienced, self-motivated, and self-driven Project Managers/Client Liaisons to join our rapidly growing organization in the Project Management group.

Are you looking for opportunities to grow? Do you want to work for a company that empowers you to be your best? Do you possess excellent customer service and strong technical skills? Are you able to evaluate and prioritize tasks and problems easily? Are you able and willing to travel? Can you interpret customer requirements, architect, design, program, and deliver quantified results? Are you an All-Star?

Position Summary

- Candidates must have the ability to work with manufacturing clients to identify solutions, select technology, provide technical consulting, manage project scope, schedule, and budget, and deliver projects successfully.
- Experience managing direct client relationships and growing those relationships.
- Experience with developing and writing proposals from scratch, along with generating cost estimates for project work.
- Experience working within CRM software and managing opportunity pipeline of assigned clients.
- Candidates must have the ability to work independently as well as in a collaborative environment.
- Ideal candidate would have active experience with project management practices along with project accounting around budgeting and costing along with ETC and/or EAC management.
- Prior experience with managing technical resources on project assignments.
- Ideal candidate would have prior technical experience with one or more of the following technologies:
 - Rockwell / Allen-Bradley
 - Aveva / Wonderware
 - Siemens
 - Parsec
 - Ignition
 - OSIsoft
- Plant floor and manufacturing experience a plus.

What to Expect

- Challenging, yet rewarding, work with opportunity for growth.
- Ability to work independently from a home office structure with minimal day-to-day supervision and direction, while also providing the highest level of control system support to our customers and maintaining high billability.
- Complete project work on schedule and conforming to Stone Technologies' standard project methodology.

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- Support the Pre-Sales engagement in helping to identify scope, and estimating opportunities, along with post sales activities, conducive to building a raving fan with the client.
- Ability to architect, design, and execute project plans for either new control systems, upgrades, or migrations, or Manufacturing Execution Systems (MES), IIoT, Digital Transformation, and Smart Manufacturing Systems, while accounting for risk and forecasting technical issues.
- The successful candidate will need to develop and execute detailed implementation plans to ensure smooth and effective migrations to new technology and new versions of existing technology.
- Ability to travel to various customer sites, primarily domestically, is required but some international travel may be required as well. Travel ranges in duration and frequency but typically around 25 to 30% travel per year would be expected, however, increased amounts of travel can be experienced at times based on opportunity and customer demands.

Ideal background and Requirements

- The successful candidate would have a minimum of 7-10 years of hands-on experience with project management in the systems integration field within either the Process Control space or Digital Transformation/MES areas.
- Extensive experience with direct customer contact ideally in the Consumer Products and/or Food and Beverage Industries.
- Ability to handle multiple projects at once, along with some stressful situations.
- Willingness to travel and handle the demands of project work.
- B.S. degree or equivalent experience