



CAREER PATHWAY

MANTEC

600 North Hartley St, Suite #100, York, PA 17406

FIND OPENINGS: <https://mantec.org/who-we-are/mantec-careers/>

Business Description

MANTEC is one of seven private not-for-profit Industrial Resource Centers strategically located throughout the state. Established in 1988, the IRCs have a proven track record of helping manufacturers succeed with assessment, advisement, technical expertise, and training. As the state's only economic development investment specifically focused on the manufacturing industry, the IRC Network is dedicated to preserving and strengthening Pennsylvania's position as the 8th largest manufacturing state in the nation. We serve nine counties: Adams, Cumberland, Dauphin, Franklin, Fulton, Lancaster, Lebanon, Perry, and York. Our goals are to engage and empower South Central Pennsylvania manufacturers with services that elevate their global competitiveness in order to positively impact sustainability, diversity, and quality of life, and drive Pennsylvania manufacturing to be a global leader in productivity and innovation. We're also a proud member of The MEP National Network™ — a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing. As a non-profit organization, our mission is to accelerate manufacturing excellence, not to "sell" you a solution you don't need.

Knowledge, Skills, and Abilities Needed

We're looking for employees who are or have...

- Problem Solvers – able to analyze problems from all angles, then give recommended solution
- Persuasion – able to compel others to drive action

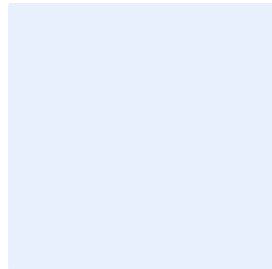


- Honest Integrity – must always act in client’s best interest

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https://www.linkedin.com/company/mantec_pa/posts/?feedV



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Work collaboratively with mid-sized manufacturers to advise and assist them to solve their unique problems so they can compete in a global manufacturing environment. By building strong relationships with key decision-makers based on trust, experience, and knowledge, the Business Advisor (BA) will serve as a MANTEC specialist to assist South Central PA manufacturers with evaluation and analysis of professional services, systems, training, or related resources to help the client to increase its competitive advantage, profitability, and overall success.

Is responsible to establish positive relationships with MANTEC’s past and prospective clients to uncover opportunities and promote MANTEC. Additionally, the Business Solutions Specialist will assist Marketing in promoting MANTEC’s opportunities and will support work with contracted clients to ensure successful reported outcomes. Identifies, qualifies, prioritizes and pursues new business opportunities from self-generated leads, MANTEC generated leads and/or reactivation of former clients. Responds promptly and professionally to inquiries from clients received via phone and email.

The Program and Events Coordinator is responsible to support all MANTEC initiatives with a particular emphasis on grant-funded programs. This role involves coordinating the logistics of special events, conferences, seminars, training programs, and other activities



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