



Join Our Team as a Business Advisor!

Are you passionate about empowering small and medium-sized manufacturers (SMMs) to grow and succeed? Do you thrive in building relationships and offering innovative solutions that drive business transformation? If so, we have an exciting opportunity for you!

About the Role:

As an IMC **Business Advisor**, you will be the key liaison between our organization and SMMs, offering a range of high-impact services. Your role involves developing trusted relationships with key personnel in the manufacturing sector, offering insights on business strategy, growth, process improvement, and advanced manufacturing technologies. You will help companies achieve their goals through hands-on support and collaboration, ensuring bottom-line improvements and operational excellence.

What You'll Do:

- **Relationship Building:** Foster strong, trusted advisor relationships with key personnel at SMMs, staying informed about their needs and the latest trends in manufacturing technologies.
- **Client Impact:** Evaluate and propose strategies for production, process improvement, business growth, sales, and workforce development that increase competitiveness.
- **Project Management:** Develop, implement, and manage projects that offer high-value results, from cost reduction to market differentiation.
- **Innovation & Leadership:** Serve as a thought leader, delivering solutions in areas like Lean, Continuous Improvement, Advanced Manufacturing, and Innovation Practices.
- **Collaboration:** Partner with academic, federal, state, and local organizations to create opportunities that align with client needs and build the region's manufacturing ecosystem.

Who You Are:

- **Experienced Professional:** Minimum of 3 years' experience in manufacturing, B2B sales, marketing, or nonprofit sectors, with knowledge in process improvement and business strategy.
- **Strategic Thinker:** Innovative, mission-driven, and always looking for ways to help clients overcome their toughest challenges.
- **Connector:** Adept at building strong partnerships with industry leaders and service providers.
- **Technically Skilled:** Proficiency in Salesforce or comparable CRM system, Microsoft Office, and virtual platforms (Zoom, MS Teams), with knowledge of IIoT, Industry 4.0, and Cyber Security being a plus.

Why Join Us?

- **Make an Impact:** Your work will directly contribute to the success and growth of manufacturing businesses in the region.
- **Professional Growth:** Work in a dynamic environment with ongoing opportunities to learn and innovate.
- **Collaborative Culture:** Join a supportive team that values creativity, diversity, and client success.

Ready to Drive Change in Manufacturing?

Apply today to become a vital part of our mission to advance manufacturing in Central PA! Help us build a stronger, more competitive future for our clients and our community. Send resume and cover letter to careers@imcpa.com.