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Integrated Power Services (IPS) Establishes New Business Development Center in Greensboro



By Jake Keys 4/9/2025 Chamber, Economic Development

Integrated Power Services (IPS), a world-class provider of electrical, mechanical, and power management systems, is opening a new business development center (BDC) at 1050 Revolution Mill Road, Suite 4. IPS has received funding for 60 new positions total to be spread over three years, with an average starting salary of \$60,000 plus commission.

“The BDC will be an extension of our corporate offices in Greenville, SC, with a focus on sales,” explains Katie Chung, BDC Area General Manager. “We have 10 business development professionals working in our new space already, and we are in the process of adding five more BCD reps.”

IPS was awarded five On-the-Job Training Grants through GuilfordWorks, Guilford County’s Workforce Development Board, to support the expansion of the BDC team in Greensboro. These grants help offset the cost of training for full-time, permanent positions over a period of up to six months. “The grants are a great win-win for companies like IPS and residents of Guilford County,” says Chung. “It allows us to ramp up our team fast.”

The Greensboro Chamber of Commerce has also played a key role in IPS’s expansion efforts. “The Chamber has helped to introduce us to the local business community and helped connect us with area services, like the Wilkins Design Group, the firm we’ve been working with to build out our office space,” says Chung.

“IPS is a welcome addition to our manufacturing hub and local economy,” said Greensboro Mayor Nancy Vaughan. “This business development center will bolster the number of high-paying jobs available in Greensboro, keeping us competitive.”

“This win for our community is a testament to our region’s universities and business schools that have been instrumental in providing companies like IPS and others with excellent, necessary talent, and providing our community with economic opportunity,” adds Guilford County Chairman Skip Alston. “This is a pipeline for local graduates to step into high-quality jobs and drive long-term growth. A win for our country, our citizens, and our future.”

The Guilford County Economic Development Alliance, consisting of the Greensboro Chamber of Commerce and High Point Economic Development Corporation, worked together with the Economic Development Partnership of North Carolina, North Carolina Department of Commerce, City of Greensboro, Guilford County, UNC Greensboro, Greensboro College, Guilford College, Elon University, North Carolina A&T State University, Guilford Technical Community College, Guilford Works, Duke Energy, Piedmont Natural Gas, and Revolution Mill, securing the IPS investment in Guilford County.

About Integrated Power Services (IPS)

Integrated Power Services (IPS) is a leading provider of service, engineering, and remanufacturing for electrical, mechanical, and power management systems. With a focus on industry-specific expertise and a comprehensive range of capabilities, IPS supports critical infrastructure across a wide range of customers. Headquartered in Greenville, South Carolina, IPS operates the largest network in the industry, with service and distribution centers, field offices, and strategically located warehouses across North America, the United Kingdom, and the Caribbean. Each IPS location is equipped to respond, rethink, and resolve complex challenges, offering access to an extensive global talent pool and resources for seamless, single-source solutions. To learn more, visit www.ips.us.

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