***Technical Sales Engineer***

**Isthmus Engineering and Manufacturing Cooperative** seeks an experienced Technical Sales Engineer to join our project development team. IEM builds “state of the art” custom automated machinery for a variety of industries, including but not limited to Consumer Products, Medical/Life Sciences, Transportation, and Light Industrial.

IEM’s employee-owned, worker-cooperative structure provides a unique opportunity to work with a highly skilled and dedicated group of people and participate in a democratically run organization. (Competitive compensation and benefits package, based on experience.)

**Essential job duties**

* Develop relationships with current and potential customers
* Interact with customers to define project scope and verify all project requirements
* Analyze customer-supplied project documents, applicable standards, run-off requirements, etc.
* Collaborate with the applications group to develop concepts for a custom automation solution
* Work with suppliers to help develop project scope
* Develop cost and price models for a proposed automation solution
* Draft detailed technical proposals that document IEM’s solution and reference all relative documents and standards
* Present proposals and related concepts to customers while emphasizing IEM’s strengths
* Follow up regularly with customers on open quotes
* Support trade show and marketing activities

**Required skills**

* Knowledge of current automation technologies and their application
* Strong relationship-building, customer-facing, and closing skills
* Excellent organizational and time management skills
* Problem-solving skills
* Excellent technical communication skills, written and oral, in-person and virtual
* Strong attention to detail

**Other**

* Flexibility to travel
* Automation/Robotic systems design and integration
* Working knowledge of industrial control requirements for automation
* 3D modeling experience – SolidWorks preferred

**Required experience**

* 5+ years of previous sales and new business development experience
* B.S. in Mechanical or Electrical Engineering (or equivalent training and experience)

Please e-mail your resume to [hr@isthmuseng.com](mailto:hr@isthmuseng.com) No phone calls, please

See our website for additional company information [www.isthmuseng.com](http://www.isthmuseng.com)