**Isthmus Engineering and Manufacturing Cooperative (IEM)** is seeking a Sales/Application Engineer to join our team. IEM builds “state-of-the-art” custom automated machinery for a variety of industries, including, consumer products, medical/life sciences, 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.

***Position Summary:***

The Sales/Applications Engineer will prepare and deliver presentations explaining technical products to existing and prospective customers. This position will work in collaboration with the customers, sales team, and engineers to tailor a product or service to a customer’s needs.

**Key Responsibilities**

* 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.
* Research and source potential new customers.

**Qualifications**

* 5+ years of relevant technical or industrial sales experience preferred.
* Bachelor’s degree in Engineering or related field.
* 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
* Flexibility to travel
* Automation/Robotic systems design and integration
* Working knowledge of industrial control requirements for automation
* 3D modeling experience – SolidWorks preferred

**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)