

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