

Engineering Manager

COMPANY HISTORY

Power/mation is a nationally recognized distributor specializing in advanced automation hardware and software products. We help our customers improve their manufacturing processes by assisting them in the application of unique automation solutions in the following technology areas: motion control, logic control, software, sensors, vision, safety, power transmission, panel components and services. Power/mation began in 1961 and has grown to locations within Minnesota, Wisconsin, Illinois, Iowa, Nebraska and the Dakotas. For more information, please visit our web site at www.powermation.com.

The Engineering Manager provides direction to the region's Solutions Group staff to profitably sell engineering, fabrication, and assembly services and assist the sales team in selling Power/mation's hardware and software solutions, including:

1. Turnkey solutions
2. Programming
3. Startup assistance
4. Control panel assembly
5. Assemblies and modifications of components

In addition, the Engineering Manager performs project engineer duties as well as budgets and manages their regional department's P & L.

Responsibilities include:

- Manage Solutions Group staff and monitor department work flow. Responsible for maintaining a positive, communicative, team oriented, and productive work environment and promoting a customer focused culture and climate among the Solutions staff.
- Communicate change impacting Solutions Group duties and implement procedures. Conduct departmental meetings on a regular basis to communicate policies and procedures and to address questions and concerns.
- Facilitate problem-solving sessions to resolve concerns, work through opportunities for improvement and respond to quality corrective actions.
- Assist sales reps in selling Solutions. Plan and conduct customer sales calls with sales reps related Solutions Group business opportunities. Assist in assessing customer automation needs, prepare customer quotes, help sales reps to close orders and follow up on all related activities.
- Responsible for internal procedures to design and build product kits for specific customers and Power/mation branded products as well as standard engineered products through internal or external resources.
- Responsible for managing resources for:
 - Design, documentation and implementation of electrical control systems, control panels, and general automation projects.
 - Programming motion control systems, programmable logic controllers, operator interface panels, PC control software, RFID systems, tension control systems, and vision systems.
- Travel to job sites for installations and service calls.
- Responsible for programming services of Power/mation products.
- Responsible for creating and managing a project file system and establishing engineering processes and procedures.

Education, Knowledge, Skills and Abilities

- Engineering/Technical degree related to mechanical, electrical, science, factory automation and/or equivalent technical experience. 2+ years value add services engineering experience. 2+ years engineering experience with motion control, programmable logic controllers and motor control

design, programming and implementation; CAD experience with AutoCAD, AutoCAD Electrical, Promis*e or equivalent electrical controls/schematic generating software; electrical controls; experience with Discrete Automated Equipment; experience with technical writing of conceptual engineering solutions, project specifications and finished systems documentation is highly desirable; experience with vision systems desirable.

- Knowledge of performance management. Excellent coaching, training, and team building skills.
- Effective listening, problem solving and organizational skills to effectively interact with internal and external customers and sales staff. Excellent oral and written communication, leadership and interpersonal skills. Excellent judgment and decision-making skills.
- Understanding of engineering controls systems and electrical standards.
- Manage multiple aspects of small and medium sized projects from conception to implementation.
- Work closely and efficiently with customers, vendors and internal resources to meet requirements of general-purpose automation projects.
- Knowledge of automation products to design and program solutions for customers.
- Excellent sales and relationship building skills to effectively represent Power/mation and promote its products and services to customers. Ability to develop and maintain key account relationships.
- Ability to plan, delegate prioritize and manage time to meet departmental objectives.
- Ability to travel as needed, including overnight, to vendors, customers and other Power/mation locations.

BENEFITS

Medical and dental plan, life insurance, long term disability, health and dependent care reimbursement accounts, 401k with company match feature, discretionary profit-sharing plan, educational assistance, paid time off, paid holidays including birthday and service anniversary.

Qualified individuals may send their cover letters and resumes to marylou.groberski@powermation.com



Providing innovative automation solutions with exceptional customer service.
Equal Opportunity Employer