

Solutions Engineer

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.

DUTIES

Power/mation is seeking a full-time Solutions Engineer for our St. Paul office. This individual will profitably sell and manage projects (scope, cost and schedules) for the Solutions Group which includes custom control panels, assemblies, and modifications of components. They will also assist the Project Engineer, sales staff and specialists, and effectively work with Solutions Coordinators in the coordination of projects such as turnkey solutions, programming, and start up assistance as well as manage the scope, cost and schedules of multiple projects to a successful conclusion. Responsibilities would include:

- Design, document and implement Solutions assemblies, electrical control systems, control panels, and general automation projects.
- Travel to job sites for project evaluation, installations and service calls.
- Assists customers and outside sales staff with quoting and labor estimates for projects. Creates bills of material and provides assistance with the cross referencing of bills of materials when needed.
- Interfaces with designated integration partners to develop working relationship, conduct meetings to ensure desired progress with projects, provide a means to communicate their issues to Power/mation management.

QUALIFICATIONS

- 4 year technical degree or equivalent experience preferred.
- 2+ years of experience with motion control, programmable logic controllers and motor control design, and programming. Must understand engineering controls systems and electrical standards and possess knowledge of automation products to design and program solutions for customers.
- Previous consulting experience, sales experience, or customer service experience desirable.
- Must be able to manage multiple aspects of small to mid-sized projects from conception to implementation.
- Must be able to work closely and efficiently with customers, vendors and internal resources to meet requirements of general purpose automation projects. 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.
- Effective writing skills to establish engineering processes and procedures.
- Ability to manage time and handle multiple tasks simultaneously with frequently changing priorities.
- Effective communication, listening, problem solving and organizational skills to effectively interact with internal and external customers and sales staff. Must possess good judgment and decision making skills to handle customer inquiries.
- Ability to travel as needed.

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