



## **APPLICATIONS / SALES ENGINEER** **(Custom Automation)**

Intec Automation, Inc. is an established (20+ years of business), small automation company based in Rochester, NH that specializes in the design and build of custom automation equipment. To support our continued growth, we are looking for an energetic leader to serve as **Applications/Sales Engineer (Custom Automation)**.

### **SUMMARY OF ROLE:**

The Applications/Sales Engineer will lead the proposal development process by reviewing customer (RFQs) Requests For Quotations and collaborating with the customer and the sales team to understand and verify the customer's specifications. Conceptualize, define, and develop complete technical proposals for custom assembly and packaging automation applications. Consult with the engineering team to determine system requirements, assess equipment capabilities, and ensure concepts are feasible and meet the customer's specifications. Lead project quoting life cycle, including but not limited to: costing, 2D and 3D system layout drawings, and system proposals. The role requires a highly motivated individual with integrated engineering problem-solving capabilities, project management skills, and general business aptitude. Successful candidates have excellent communication skills and present engaging technical solutions with ease. This individual sets themselves apart from others because they understand the big picture and are capable of diving deep into the details. The ideal candidate is passionate about solving technical challenges and customer satisfaction!

### **RESPONSIBILITIES:**

- Analyzing and understanding customer's technical requirements.
- Proposal development planning.
- Managing a proposal development team including Intec's subject matter experts.
- Developing concepts for custom automation solutions.
- Understanding, defining, and managing technical risk.
- Sourcing and managing "best-in-class" third party suppliers through the proposal phase.
- Traveling to customer sites to review current manufacturing practices/solutions and present technical proposals.
- Developing cost models for proposed solutions including estimates for labor and purchased items.
- Presenting solutions and costing to senior management for approval. Participation in sales strategy development, working with Intec's marketing team.

- Implementing sales strategies jointly with our sales team, including developing presentation materials.
- Writing technical proposals.
- Maintain CRM (Customer Relationship Management) system.

### **EDUCATION:**

- A post-secondary diploma or degree in mechanical/systems/electrical engineering, or equivalent. Previous co-op work term experience to complement school projects and assignments is ideal.

### **EXPERIENCE:**

- While years of experience are neither a requirement nor a prerequisite, the preferred candidate must have the required post-secondary education coupled with a strong mechanical aptitude. Working knowledge and/or familiarity with automation, robotics, machine controls, and manufacturing processes are beneficial.

### **AVAILABLE BENEFITS:**

- Competitive salary
- Medical & Dental insurance
- 401k Retirement plan
- FSA Plan
- Life Insurance
- Paid Vacation/Personal Time

### **ABOUT INTEC**

Intec Automation specializes in the clean-sheet design and assembly of custom automation machinery for a variety of industries. We are a growing, fast-paced company, with 20+ years of success. If you feel that you are a good candidate for this position, please email Kate Crossan [kate@intecautomation.com](mailto:kate@intecautomation.com) or Corey Marcotte ([corey@intecautomation.com](mailto:corey@intecautomation.com)) with a copy of your resume and a brief description of why you think you would be a good fit. Examples of relevant course work or relative experience would also be helpful to evaluate your qualifications for this position. For more information, please visit our website at [www.intecautomation.com](http://www.intecautomation.com)