

Job Description

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| Title: | Field Application Engineer – Fox Valley |
| Company: | Tri-Phase Automation is a hi-tech automation distributor that works with manufacturing companies in Wisconsin and Northern Illinois. We are unique because we provide innovative solutions with the largest breadth of products and services in the Midwest. With over 25 years of service, our customers rely on us to be an extension of their staff by reducing risk, reducing costs and providing a variety of value added services based on our customers' requirements. Our headquarters is located in Pewaukee, WI, with additional offices and operations in the Fox Valley and Chicagoland areas. |
| Job Location: | Tri-Phase Appleton Office: 1500 N. Casaloma Drive, Suite 413 |
| Compensation structure: | Salary will be commensurate with experience |
| Benefits: | 401k(w/company matching), Health/Vision/Dental/LTD insurance, Vacation/Sick available to full time employees |
| Full/Part Time: | Full Time |
| General Description: | The Field Application Engineer will be responsible for managing and growing an established territory in the Appleton/Fox Valley area, as well as building new business via prospecting and managing leads. This is a sales role, where you will be spending the majority of your time working in the field with customers and prospects to uncover opportunities and identify the appropriate products and solutions to address their needs. |

Duties and Responsibilities:

- The position will be customer facing strategizing and determining a solution to win the order.
- Have the ability to assess technical challenges, determine a solution to resolve and implement the developed application
- Develop a working knowledge of Tri-Phase's products
- Ability to provide technical demos and presentations on technical products and solutions is required
- Position will be based out of the Appleton office, with 90% local travel, and occasional travel for vendor training
- Some evening or weekend work may be expected to meet deadlines or urgent customer driven support demands
- Other duties as assigned

Qualifications:

- Bachelor's Degree in an engineering discipline or equivalent of 2- 4 years of experience in a relevant field
- Solid knowledge of machine and motion control, vision systems, sensors, robotics and safety solutions is required
- Experience in automation or manufacturing environment is preferred
- Experience and knowledge with PLC, HMI, robotics, machine vision and industrial motion control products is a plus.
- Prospecting and prior sales experience is a plus

Send resumes to: candice@tri-phase.com