



Job Title: Applications Engineer
Company: Power Electric
Department: Sales
Location: Minneapolis, MN
Reports To: Vice President of Sales & Marketing

SUMMARY OF ROLE

Apply technical capabilities and resources to aid in identifying, developing, and winning assigned New Business Opportunity (NBO) programs and provide technical support for existing Power Electric customers. Collaborate with sales, operations and quality departments to resolve technical issues as required.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Apply technical experience to develop and design custom electro-mechanical solutions that solve our customer's most challenging opportunities.
- Help reduce solution time-to-market for our customers by reducing errors through application of technical experience and strong communication skills.
- Provide project leadership for cross-functional teams working to deliver custom technical solutions for new business opportunities.
- Create and actively develop strong professional relationships with PE prospects, customers, and suppliers.
- Demonstrate commitment to Power Electric Core Values through daily actions and leadership.
- Exhibit impeccable character at all times evidenced by ethical, honest, and accountable behavior.
- Maintain in-depth understanding of the products and capabilities of each Power Electric supplier to provide solution and supplier recommendations for each NBO.
- Collaborate with internal teams to continuously improve customer satisfaction through prompt response to quote opportunities, product quality inquiries, technical support questions and other customer requests.
- Proficiently present and align Power Electric's differentiating values to each customer's unique business model and needs.
- Interact directly with prospects and existing customers to fully understand their specific technical requirements and test, certification, and approval processes. Effectively communicate these requirements to the cross-functional internal team and to Power Electric suppliers.
- Assist sales and marketing in creating and presenting compelling new business proposals for high-level customer audiences that clearly illustrate why Power Electric is the right partner for them.
- Keep current technically on all of Power Electric's electric motor and gear motor products. Remain up-to-date on emerging capabilities.
- Stay abreast on industry and competitive products, services and capabilities including recent trends and developments.
- Participate in company sponsored trade shows as requested.
- Maintain accurate and timely records and documentation pertaining to account, program, supplier and contact technical interactions.
- Respond within 24 hours to any assigned customer lead or inquiry.

ACCOUNTABILITIES AND PERFORMANCE MEASURES

- Provide consistently high levels of technical support and response time for existing Power Electric customers.
- Lead the technical design and development of new Power Electric products.
- Exhibited ability to creatively and consistently help move assigned new business opportunities forward through internal and external technical obstacles.
- Efficiently and effectively qualify new sales leads and opportunities and establish technical solution and supplier recommendations for the outside sales team to help shorten the sales cycle.
- Assist in developing technical sales and marketing content to generate leads and new business opportunities.
- Provide technical mentorship and training to Power Electric team members to help continuously develop the technical capabilities of the organization.

ESSENTIAL EDUCATION, SKILLS AND EXPERIENCE

- Bachelor's degree in Engineering. Electrical or Mechanical preferred.
- Minimum 5 years of professional experience in engineering, applications engineering (or similar) role with B2B manufacturer or supplier of technical products.
- Must be proactive, solve problems, anticipate needs and have the necessary drive, enthusiasm and focus to achieve results
- Electric Motor design and application knowledge.
- Gearing and gear reducer design and application knowledge.
- Understanding of current design, manufacturing, test, and measurement best practices.
- Ability to design, execute, and summarize electro-mechanical tests.
- General understanding of Quality Assurance processes and terminology.
- Ability to quickly earn credibility and develop trusting relationships with colleagues, suppliers, and customers.
- Excellent verbal and written communication skills.
- Effective working individually and as part of a team.
- Strong time management, organizational and prioritization skills.
- Perform duties with a sense of urgency.
- Ability to read and understand technical documents including drawings, specifications, regulations, industry standards, test plans, inspection reports, and related information.
- Experience with 2D and 3D CAD systems.
- Fluent in Microsoft Office applications



SUPERVISORY RESPONSIBILITIES

- No direct reports

TRAVEL REQUIREMENTS

- Travel requirement: 10% (domestic + some international)

ADDITIONAL INFORMATION

- Work from company headquarters in Plymouth, MN.
- All prospective employees will undergo a background check.