**Automation Specialist**

**Join an Industrial Automation Leader!**

**If you have a technical background and education, drive and enthusiasm along with a curious mind, Applied Controls wants to train and educate you on the Siemens product line.**

Does automation fascinate you? **Yes?** Then Applied Controls is the place for you.

A Day in the Life of an Automation Specialist?

Automation Specialists at Applied Controls are Automation Solutions Experts!  They are the technical resource for an energetic and aggressive team of technical sales people working with Siemen’s products and services. Not only will you help find solutions in the dynamic field of industrial automation, you will expand your knowledge and experience, including applications for industrial controls, SCADA, robotics, IIOT, cloud computing, machine vision, motion controls, and programmable controllers.

What will be expected of you?

You will:

* Become a subject matter expert in the field of Automation.
* Support sales by working jointly with our territory and account managers and inside sales teams.  This involves frequent travel to meetings throughout the mid-Atlantic area
* Work together with our customers to discern exactly what their needs are and how we can best equip them for success.
* Develop direct customer relationships with our sales-team.
* Secure machine design specifications as the preferred vendor for OEM's.
* Raise Siemens Awareness: Introducing Siemens technology to customers throughout the territory.
* Account Evaluation: Understand account potential, competition, and business issues.
* Application Discovery: Identifying the key application that allows for the development of customer trust and differentiation for Siemens solutions.
* Product Evaluations: Work with key individuals to formalize the process for evaluating Siemens product solutions. Application test, qualification, demonstration, and installation are common phases of the sales process.
* Present to groups large and small through Webinars, Workshops, Lunch & Learns, and develop/conduct Training classes.
* Cross train with other Applied Controls product lines including Robotics, Sensors, Machine Vision

**Join the Applied Controls team today and dive into the fascinating world of automation....**

**Experience and Skills**

What experience and background do you need to work at Applied Controls as an Automation Specialist?

* A Bachelor's/Master’s degree in electrical/mechanical engineering or an related degree
* Proven ability to manage several complex projects at a time
* 5+ years’ experience in industrial automation
* A minimum of two (2) years sales or customer service experience in a technical field
* Proven verbal and written communication skills, solid business, technical, and application-solving aptitude, sales presentation skills
* Must have the ability to manage consistently to a common plan, providing Field Sales leadership in the implementation of corporate sales strategies
* Requires an understanding of the vendor/product approval process in the manufacturing process

**About Applied Controls**

We are 100% Employee Owned, ESOP Company.

We maintain a full staff of inside sales, customer service and application engineers with inventory and value-added services. Fee based services are available to provide turnkey integration, start up, training, field service and any other services necessary to insure a successful project. Salary, bonus, 401K, benefit plan, phone allowance, and expenses.

To apply, please email your resume to [HR@appliedc.com](mailto:HR@appliedc.com) and [sarnold@appliedc.com](mailto:sarnold@appliedc.com)