



**TM GE Automation Systems LLC**

Office: 1325 Electric Road, Suite 200, Roanoke, VA 24018 USA  
Mailing Address: 2060 Cook Drive, Salem, VA 24153 USA

**Job # ES2108**

<b>Job Title:</b> Sales application Engineer – Field	<b>Location:</b> Salem, VA, USA
---	------------------------------------

**Business Unit/Department:**  
Sales

**Job Responsibilities:**

In this role your primary responsibility will be to work with TM GE customers, field sales and field service to define project requirements for hardware, software, and project execution. In cooperation with TM GE headquarters sales, you will prepare customer proposals including specifications, schedules for implementation and prices. Volume and quality of orders closed and success in developing and maintaining relationships with TM GE customers are the primary measurements for this position.

To fulfill these responsibilities you will travel to customer locations (locally and regionally) in support of sales opportunities for TM GE Business Units, work with customers to define the needs of projects and generate specifications to support the customer sales effort, support field sales and service in assigned region for all aspects of sales transaction activity with North American customers, and provide liaison to TM GE sales and service partners in transaction and general sales planning.

You will also be responsible for coordinating with TM GE sales and engineering during proposal generation to assure that equipment and function descriptions are consistent with TM GE offering and that implementation requirements of projects are understood and approved, preparing project cost and price estimates for review by TM GE sales prior to presentation to customers, supporting TM GE and field sales activities including technical presentations, evaluation of growth opportunities and new markets, and supporting TM GE engineering and project management as required in the execution of projects with customers in the region.

**Minimum Qualifications:**

Qualified applicant will have demonstrated exceptional interpersonal and communication skills, strong application engineering knowledge in Industrial drives, controls and automation, sales skills related to project transactions for Industrial drives, controls and automation.

Experience:

- Minimum of 4-6 years field application experience.
- Must have direct customer sales or service experience
- Metals industry process knowledge

Education:

Bachelor of Science in Electrical Engineer (BSEE) or Mechanical Engineering required.

**Direct Link to online application <http://www.tmge.com/hr/app.php>**

In order to be considered for a job opening, all applicants must complete an on-line job application, in full, for each job opening. A resume can be attached to the on-line application but is NOT considered a substitute for the information in the application. Applications are not accepted for positions not posted. Current Job Listings, along with our application can be found on our Website at [www.tmge.com](http://www.tmge.com), click on Career Opportunities.

We are an Equal Employment Opportunity Employer & Affirmative Action Employer

