

APPLICATION ENGINEER / TECHNICAL INSIDE SALES:

REPORTS TO: CST MANAGER
LOCATION: VAUGHAN, ON



ELECTROMATE
Robotic and Mechatronic Solutions

GENERAL PURPOSE OF THE POSITION

The Application Engineer / Technical Inside Sales role is primarily responsible for sizing, selecting, quoting, and supporting automation solutions at assigned accounts. You will help customers achieve their automation and business objectives by applying in-depth knowledge of the mechatronics and robotics products represented by Electromate.

REQUIRED SKILLS AND ABILITIES

- Education: A degree in mechanical, mechatronics or industrial engineering, or physics.
- Experience: 1-2 years' technical experience in automation or robotics is preferred but not required.
- Strong analytical and problem-solving abilities to break down problems and propose innovative solutions.
- Self-starter with strong initiative and time management skills.
- Adaptable and able to manage multiple priorities in a dynamic environment.

KEY DUTIES AND RESPONSIBILITIES

- Develop expertise in the mechatronics, motion, and robotic products and solutions offered by Electromate.
- Mechatronics and motion products include servo & stepper motors/drives, motion controllers, rotary and linear actuators & feedback devices.
- Robotics solutions include welding, palletizing, screw driving and machine tending using collaborative robots (cobots) & robotic accessories.
- Size, select, quote, and support electro-mechanical products.
- Generate system solutions as required (e.g. multi-axis mechanical systems with motion controllers).
- Liaise with internal team members and with vendors to support customers.
- Adhere to ISO and Quality Management System standards.
- Meet KPI's jointly set, and agreed upon, with management.
- Provide exceptional service to maintain, and improve, Electromate's reputation built over the past 35+ years.