

PRECO Electronics
Field Applications Engineer
Chandler, AZ

Overview:

A field application engineer combines technical expertise with knowledge of sales techniques to improve sales and set new organizational objectives. Tasks performed include maintaining relationships with current and potential customers, outside influencers and industry contacts, identifying and communicating customer and industry needs, coordinating and supporting customer programs internally, and representing the company and its products in customer situations.

Job Duties:

- Identifies current and future customer requirements and feeds that information back to Sales and marketing and engineering
- Presents product, service, or equipment technical and engineering information in customer situations
- Troubleshoots systems and components in lab and field environments
- Demonstrates Preco products in customer situations
- Works collaboratively with the sales team to support customer testing, evaluation and ongoing programs
- Supports customer service with product inquiries
- Provides product training to customers
- Act as a Liaison between sales and marketing and engineering
- Support content development for sales and marketing
- Act as support and coordination with customer product returns
- Travel up to 75% of the time
- Supports the sales team with any technical cost aspects or costing for engineering changes as requested by customers
- Develops customer's staff by providing technical information and training

Education and Experience:

The basic requirement for a position in this field is a bachelor's degree in engineering or equivalent experience. Proven reliability and expertise, along with business and interpersonal skills, are crucial for this position. Field application engineers also must have proficiency with basic computer programs, organizational skills, and excellent communication and presentation skills.

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