

**LEMO**

The Original Push-Pull Connector

LEMO is the acknowledged leader in the design and manufacture of precision custom connection solutions. We are looking to hire three positions (West, Central and East) as:

Field Application Engineer

Provides technical support to Sales channels and customers (proactively and reactively), works with customers and Sales Representatives to determine product needs, to educate customers, Distributors, Sale Representatives, the Customer Service department and other LEMO employees on products. Identifies potential sources of new business for products and markets. Researches current and future business opportunities and threats, develops and implements strategies and supervises the life cycle of specified new products.

Duties and Responsibilities:

- Provides advanced technical pre- and post-sales support to customers and Sales in the Field. performed via regular visit to customers. Typical questions include items where Customer Service department lacks the engineering or other technical education and/or experience.
- Provides preliminary technical sales work for Custom Connector Design requests that eventually will be handed-off to the Engineering department.
- Follows up with Engineering and the customer until project and schedule concurrence has been reached.
- Provides technical assistance for Cable Assembly requests that eventually will be handed-off to Cable Assembly.
- Follows up with Cable Assembly and the customer until project and schedule concurrence has been reached.
- Creates product training material, and/or delivers technical product training for Customers, the sales channels, and others as needed.
- Supports the web team with technical content, testing, and other consulting on technical product information.
- Make regular sales call, and carry a LEMO Sample case to show and tell.
- Travels with Sales Representatives or Distributors for customer visits to obtain product marketing information.
- Attends Tradeshows and staffs the Company booth, and gathers marketing intelligence.
- Identifies promising markets, or products. Assists in defining or launching new products. Assists in creating, testing, and updating the content of marketing databases (e.g., LEMO Products, Connector Market).
- Researches market opportunities, sizes, trends, customer needs/preferences, and competition.
- Develops (or contributes to) marketing strategies and product plans.
- Executes the marketing part of the product lifecycle.
- Works closely with Engineering (R&D) to realize new products.
- Works closely with Applications Engineering and Sales to maximize business.
- Other duties as assigned.

Qualifications:

- Bachelors degree in Engineering.
- Five (5) years experience in a Product and Manufacturing environment.
- Sufficient mechanical and electrical engineering knowledge in order to intelligently discuss applications with customers (in particular technical details important for LEMO's products and services).
- Ability to handle difficult customers with tact and courtesy.
- Willing to travel as required for customers and Rep visits.
- Excellent communication skills with the ability to present or teach technical and business information to unknown audiences.
- Versatility, flexibility, and willingness to work within constantly changing priorities.
- Strong multi-tasking skills in a complex, changing environment. Initiates comprehensive and effective troubleshooting and problem analysis methods.
- Commitment to excellence and high standards.
- Ability to work independently and to coordinate activities with co-workers across departments.
- Working knowledge of Excel and Word.

LEMO is a Equal Opportunity Employer

LEMO USA

Human Resources Manager

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