

**LEMO**

The Original Push-Pull Connector

LEMO is the acknowledged leader in the design and manufacture of precision custom connection solutions. For our site in Rohnert Park (CA) we are looking to hire one position as:

Product & Applications Engineer

Under limited supervision, provides technical support and education to customers, other departments, and LEMO Sales channels.

Duties and Responsibilities:

- Provides advanced technical pre- and post-sales support to customers (primary job function performed regularly by phone or email). Typical questions include items where LEMO's 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 the project and schedule concurrence has been reached.
- Provides preliminary technical sales work 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 application and product training material, and/or delivers technical product training for LEMO employees, the sales channels and others as needed.
- Supports the web team with technical content, testing and other consulting on technical product information.
- Writes or assists in writing application notes, guidelines, articles, press releases and other documents intended to inform on LEMO technical topics.
- Travels with LEMO Sales Representatives or Distributors for customer visits as needed.
- Attends Tradeshows and staffs the Company booth.
- Identifies potential sources of new business and gathers marketing intelligence.
- Assists in identifying promising markets, applications, 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).
- Other duties as assigned.

Qualifications:

- Bachelors degree in Mechanical or Electrical Engineering, or equivalent combination of education and experience.
- Minimum three (3) years experience in supporting customers (specifically engineers). Minimum two (2) years experience in product marketing or industrial sales.
- 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.
- Ability to learn and apply new knowledge within the training period.
- Ability to work independently and to coordinate activities with co-workers across departments.
- Excellent communication skills with the ability to present or teach technical and business information to unknown audiences.
- Strong organizational, problem-solving and analytical skills; able to manage priorities and work flow.
- Versatility, flexibility, and willingness to work within constantly changing priorities.
- Working knowledge of Excel and Word.

LEMO is a Equal Opportunity Employer

LEMO USA

Human Resources Manager

635 Park Court - Rohnert Park, CA 94928-7940

human_resources@lemo.com - www.lemo.com