



Automation Support Team

Job Title: Drives/Motion Specialist **Date:** 11/12/2019

Job Description: This position will be responsible for driving the Area of Primary Responsibility's (APR) business strategy to accelerate growth in the Drives and Motion groups. The Drives/Motion Specialist will be the technical liaison between Rockwell Automation and the distributor, as well as have consistent communication with the internal MCC Specialist. This position will be responsible for reading electrical one-lines, preparing quotations, presenting technical attributes of Variable Frequency Drives (VFD) and Motion Control product lines to internal teams and customers. Additionally the expectation of the Drives/Motion Specialist is to commercially support the Services business as part of its day-to-day activities. The performance of this specialist is judged on the revenue performance of the Drives and Motion planning segments.

Primary Responsibilities:

- Ensure a consistent level of support for customers within the APR.
- Subject matter expert on the application of Drives and Motion products
- Be a single point of contact for each business unit (Drives and Motion).
- Document and execute a competency plan for the APR.
- Identify and pursue competitive target accounts for each planning segment.
- Support a funnel that is adequate for planning segments within the Drives/Motion planning segments to make plan.
- Assist the MCC specialist in the focus of revenue performance for the MCC business for 1 and 3 year.
- Focus on revenue performance for the Drives/Motion business for 1 and 3 year.
- Lead customer focused training events including lunch and learns, scheduled technical classes and talks, along with other business related presentations.
- Create, own, and execute a business plan for each planning segment.

Job Location:	Memphis HQ Based	Company Industry:	Industrial Automation
Job Role:	Technical Sales	Joining Date:	Immediately
Employment Status:	Full-time	Employment Type:	Full –time
Salary Range:	Negotiable	Manages Others:	No
Number of Vacancies:	1	Other:	Runzheimer Vehicle Plan, Expense Account

Skills:

Qualifications:

- Bachelor degree in Engineering or Associates degree in related technical field, or equivalent experience is required.
- Basic knowledge of control systems and networks.
- Strong knowledge of motor control.
- Strong interpersonal communications, analytical and problem solving, organizational and written/verbal communication skills required.
- Ability to influence and guide team members when required.

Career Level:	Middle	Years of Experience:	At least 5 years of industrial manufacturing experience, electrical distribution experience considered a plus.
Degree:	College degree preferred equivalent work experience acceptable	Education:	Bachelor degree in Engineering or Technology diploma in related technical field.