Application Engineer

Years ago, TMMI set out on a mission to provide the highest level of operational technology to customers, while adding value to every interaction with our customers, employees, and principals. Over the years, our technical expertise and commitment to service enabled us to build relationships with our customers based on trust and results. With the recent acquisition by Flow Control Group, TMMI strives to build on our over 25-year reputation by expanding our proven effective solutions to customers throughout the western United States and beyond, while also providing value add solutions from any of our other sister companies. TMMI's goal is to provide the best automation solution that will last years.

Job Description

This position is responsible for collaborating with the sales and marketing teams by serving the role as the technical expert in sales meetings, technical support calls and content development for social media platforms. Team members in this role generally have an engineering background, a strong core area of subject matter expertise along with broad experience to design comprehensive solutions. Individuals in this role also have a focus on building relationships both in networks in their area of focus and with key stakeholders at current and potential clients as well as relationships with colleagues at our vendor partners. Developing and running small in-person workshops or offsite webinars directly with customers or groups of customers is also an important skill to have and continue to develop.

This position is significantly more independent and self-directed in day-to-day functions. Closely assist sales team in sales process to assist in winning new business. Expectations include providing deep technical expertise, design, and advisory support for multiple industrial technologies for full customer solutions. Tasks including but are not limited to creating demos and proof of concepts, defining hardware and software solutions, guiding technology selections, and developing proposals. Onsite visits with sales personnel to ensure product selection, design concepts are met, and guide technical discussions are common and encouraged. Consistent research and familiarization into current and new product offerings along with keeping current with vendor provided training is also expected. Lastly, creating content for social media posts related to our vendors content offerings will be necessary.

Prerequisites and Qualifications

Bachelor's degree in an applicable engineering field or Associate's degree with 4 years of experience
Experience with industrial application programming languages
Experience with industrial software platforms
Experience with industrial hardware controls, sensors and motion

Critical Competencies

The ability to speak, read, and write the English language
Excellent level of general computer technology knowledge, from MS Office Suite to

Various industrial protocol configurations and more.
Strong programming and engineering skill set
Highly detailed oriented, organized workplace, and self-direction
Excellent problem-solving ability - the ability to take an unstructured task and give it structure to solve the problem at hand.
Strong ability to research
Excellent customer service attitude
Quick to connect with others – excellent interpersonal skills
Understanding of SCADA, HMI, PLC and/or MES hardware and software design

Preferred Experience with the following:

Hardware
Emerson (previously GE) Controllers or similar control line
Banner Engineering Products (all)
Turck Products (all)
Kollmorgen and Thomson products (all)
Red Lion Products (all including Sixnet cell routers and NTron switches and wireless)
Eurotherm (all)
PULS (all)
QuickSilver Controls Inc. (all)
Fortress Interlocks (all)
Horner APG (all)
Pyromation (all)
Topworx (all)
Delta Tau (all)
Encoder Products Company (all)
VFDs (including Emerson, Parker, Delta Products)

Software
Emerson PAC Machine Edition (previously GE proficy Machine Edition) or similar
Horner Cscape
Red Lion Crimson2, 3, and 3.1, NView, and RAM Webserver
Turck Codesys, ARGEE, and PACTWare
Banner All wireless, vision, safety controller and sensor software packages
Kollmorgen motion software including the newest KAS and AKD software
Additional software such as Emerson's Movicon, Versiondog, etc. as needed

Position Info:
Employer provided LTD, Life policy, and Employee Ownership Program
Medical, Dental, Vision and other insurances available
401(k) with employer match available