

AUTOMATION TECHNICAL SALES ENGINEER

About Us: Founded in 1996, Select Tool is a leading manufacturer of high quality and innovative solutions to valued customers worldwide. We are a full-service provider of Automation, Special Machines, Turn-Key Productivity Systems, Specialty Tooling, and Checking Fixtures.

We control our value chain from concept to completion, thus offering many professional development and personal growth opportunities to our team members, as well as greater value and capabilities for our customers.

We value our team members, which is why we offer extremely competitive wages, comprehensive benefits & RRSP program, a great work environment, clean and modern facilities, and a driving desire to continue to be the best at what we do.

Job Description: As an Automation Technical Sales Engineer, you will work to satisfy customers' needs and requests, respond to their requests in a timely manner and deliver a positive customer experience. You should have excellent communication and negotiation skills, and be customer service oriented. Ultimately, you should be able to maintain and grow our business by building successful, long-term client relationships.

Primary Duties and Responsibilities:

- Receive, review, and prepare Customer request for quotes (RFQ's) for the estimating group.
- Assist the estimating group in preparation of technical quotes and proposals.
- Assess validity and feasibility of RFQ's. Provide clarification or alternatives as required.
- Determine if RFQ's line up to Select Tool core competencies and product offerings.
- Participate in Customer quote technical reviews.
- Review completed quotes for content, accuracy, and pricing.
- Submit Quotes/Proposals to customers and provide status follow-up.
- Participate in price, content, and concept negotiations to secure business opportunities.
- Work and communicate in a cross functional environment with Outside Sales, Account Managers, Program Managers, Purchasing, and Production Staff.

Qualifications:

- Minimum 15 years experience with Automation, Special Machines, Assembly Systems, Robotics, and Turn-Key Productivity Systems.
- Knowledge of Automotive OEM and Tier 1 business landscape.
- Estimating and cost experience for all product aspects including Purchasing, Design, Fabrication, Manufacturing, Assembly, and Controls.
- Direct experience and expertise with Exterior Trim and Body Systems, Interior Trim and Systems, Lighting, and Functional Parts.
- Direct experience with Plastic and Metallic Parts Assembly (fastener, riveting, clipping, snapping, etc.), Sonic Welding, Adhesive Apply and Bonding, Punching/Drilling/Routing, Robotics, Leak Testing, End of Line Validation, and Vision Systems.
- Knowledge of Lean Manufacturing practices.
- Knowledge of Capacity Studies, Cycle/Tact Times, and Product Volume calculations and metrics.

Requirements:

- Ability to work in a fast-paced environment.
- Valid Ontario Driver's license and Canadian Passport.
- May be required to work extended hours on occasion.
- Follow all Health and Safety procedures.
- Occasional travel including USA and Mexico.

Education:

- Bachelor degree or equivalent experience, technical degree preferred
- Bilingual (Spanish) is an asset

Accessibility:

Select Tool is committed to fostering a positive work environment and empowering its employees. Select Tool encourages applications from all qualified applicants and provides accommodations for applicants with disabilities. Please contact hr@selecttool.com if you require an accommodation during the recruitment process.