

## **IEC SUPPLY, LLC.**

IEC Supply has several Application Engineering positions available in specific southwestern locations, Phoenix, Tucson, Southern Nevada and the four corners area of New Mexico. There is currently a customer sales base in each area and IEC Supply is searching for the appropriate person to further develop each market.

**Position:** The Application Engineer duties include identifying customer and market potential, developing strategies and solutions to fit customers' needs.

### **Responsibilities:**

- Continually pursue product knowledge in order to more effectively and efficiently apply products and provide design services.
- Maintain awareness of business related trends, advances and improvements and to determine the economic impact of any financial, environmental, technical or political activities that could impact the company.
- Monitor performance against budget and profit targets through regular review of bookings and sales.
- Develop both new and existing customers and identify and develop engineering opportunities based on observed and researched needs of the customer.
- Work closely with internal sales support personnel assuring orderly and consistent contact with assigned customers.
- Identify sales opportunities for products, systems, and service.
- Provide the company with frequent updated analysis of progress.
- Assist in the formulation, development and implementation of sales/marketing strategies including new product development, service expansion, etc., in cooperation with the corporate management team.

### **Qualifications:**

- Engineering degree preferred
- Knowledge of industrial electrical automation products and systems required.
- Knowledge of the mining industry and its processes are strongly suggested but not required.
- Technical discipline preferred and/or equivalent industrial industry experience
- 3 to 5 years' minimum engineering support experience
- Superior written and verbal communication skills
- Polished presentation skills a must

### **Compensation and employee benefits are competitive with industry.**

IEC Supply founded in 1985, based in Temple, Arizona is a locally owned electrical distributor specializing in automation products. Please visit our website <http://www.iecsupply.com/> for more background information.

Contact: Mike Williams at [mike.williams@iecsupply.com](mailto:mike.williams@iecsupply.com) or phone 480.894.2375 ext 21