



Applications Engineer

WHY JOIN IMCORP

IMCORP is an award-winning, multi-faceted company offering excellent career opportunities in a dynamic and fast-paced work environment. Our leading-edge cable diagnostic technology delivers precise and cost-effective solutions that maximize our customers' success. We seek talented and dedicated people who want to join an exciting, high-growth company with a strong financial foundation. If your ideal is to work at a place where people listen to your ideas, respond quickly and work together to achieve the highest standards, IMCORP is for you. Join us, and be part of a creative team that is revolutionizing the energy industry. Your work will build a robust future for our customers, environment and communities.

Awards:

Top 34 Fastest-Growing U.S. Engineering Firms 6 years in a row – Inc. Magazine

Best Companies to Work in Connecticut – 2013 and 2014

Top UCONN Start-Up Company

Benefits:

Competitive pay

Top-notch benefits, including medical/dental/vision/disability insurance, paid time off/holidays, retirement plan, tuition reimbursement and more

POSITION OVERVIEW

Use your technical and customer relationship expertise to meet integrated Operations, Sales and Engineering challenges. You will:

- Develop relationships between IMCORP Sales/Operations and existing client/client-influencing engineers
- Educate existing client/client-influencing engineers about the technical aspects of IMCORP services relative to their needs
- Use science-based knowledge in IMCORP technology/services and acumen
- Provide technical client support
- Identify and facilitate sales opportunities to clients through technical discussions
- Communicate to Engineering ideas for development and improvement

REQUIREMENTS

- B.S.E.E. or equivalent in technical discipline from an accredited college or university
- At least two years related technical experience
- Availability for travel of up to 60% of time throughout North American continent, often with short notice
- Valid driver's license, excellent driving record and the continuing ability to meet Department of Transportation requirements for drivers of commercial vehicles
- In-depth knowledge of principles and practical applications of IMCORP technology/services
- Field experience with IMCORP technology strongly preferred
- Intermediate-level skills in diverse business computer applications, including presentation, word processing, social media, database, spreadsheet and communications applications
- Customer needs assessment skills

- Ability to professionally communicate with diverse clients with technical backgrounds in verbal and written forms
- Knowledge of business systems and the sales process
- Personal presentation as a business professional
- Ability to respond effectively to customer concerns, questions and objections
- Real-time decision-making and response skills
- Problem-solving and data-based analysis skills
- Presentation skills
- Persuasion and influence skills
- Ability to promote enthusiasm for IMCORP services
- Training skills
- Consulting skills
- Creativity
- Persistence
- Curiosity
- Collaboration skills
- Organizational skills
- Ability to continuously learn about technical and customer-specific topics
- Discipline in compliance with IMCORP policies, procedures, scripts and plans
- Ability to stand for extended periods of up to 12 hours per day
- Ability to lift and/or move up to 50 pounds
- Ability to go up and down a four-step stair up to 30 times per day

RESPONSIBILITIES

- Provide technical support to clients and prospective clients
- Respond to technical inquiries from client base
- Support technical marketing and sales activities including phone calls, conference calls, oral presentations, seminars, and webinars.
- Educate clients and client influencers through such activities as tradeshow participation and technical presentation/webinar delivery
- Provide technical support to client questions and client follow-up
- Provide technical support to pre-project preparation, including technical review, document review, feedback to sales staff, and client relationship development
- Deliver on-site technical consulting to clients
- Ensure that clients easily access appropriate technical resources
- Investigate field events and determine root causes of technical performance
- Maintain positive relationships with client/client-influencing engineers
- Support technical content of Sales, Marketing and Operations staff projects
- Provide Field Engineer services on back-up basis
- Develop technical documents such as application notes, technical bulletins, technical papers and magazine articles

TO APPLY

Please send resume to marcia.guzy@imcorp.com.

ABOUT IMCORP

IMCORP is the technology leader in underground power cable reliability. Our diagnostic technology locates existing cable system defects and determines future cable reliability. This performance-driven solution provides the most effective and

efficient means to determine the reliability of new or aged cable systems. The IMCORP Factory Grade® test has enabled rapid growth across industries around the world. From single phase 5kV to 500kV, IMCORP is setting the standard in power cable reliability.

IMCORP is an equal opportunity employer and considers qualified applicants for employment without regard to race, color, creed, religion, national origin, sex, sexual orientation, gender identity and expression, age, disability, or Vietnam era, or other eligible veteran status, or any other protected factor.

Qualified military veterans welcome.

Visit us at www.imcorp.com