

Description

As an Application Engineer at Eigen, you will play a critical role within Eigen's customer-facing team as a field expert for Eigen's Industrial Vision Platform with targeted applications across the Automotive sector.

With a strong desire to help global manufacturers introduce advanced vision technologies across their enterprise, you will work closely with new prospects to map customer requirements to Eigen's Industrial Vision Platform capabilities and support integration teams with successful implementation at customer sites.

Responsibilities

- Qualify new leads to ensure Eigen's solution meets client requirements
- Develop and deliver custom demos and presentations to key decision makers in production facilities to address critical business issues and future needs
- Communicate with prospective clients to differentiate Eigen's solution from competitors, anticipating and handling objections along the way
- Develop quotes and proposals for prospective clients
- Support and facilitate third party integration activities in Eigen customer locations
- Become a subject matter expert on advanced vision technologies for manufacturing
- Provide rapid, accurate responses to questions from customers in the field
- Build trusted customer relationships and gather insight into potential growth opportunities within customer locations
- Visit customer facilities as needed for field technical support / service
- Provide customer feedback to Eigen's product, customer success and customer solutions & delivery teams to help prioritize features and processes that accelerate and maximize Eigen's overall value to its customers
- Work with Eigen's R&D team and external parties to validate new applications for Eigen's technology

Requirements

- 3+ years working within an Automotive Tier 1 manufacturing environment
- Deep domain expertise in high volume automotive manufacturing applications including but not limited to plastics, welding, adhesives, and assembly.
- Experience with using and/or deploying quality software in manufacturing plants
- Knowledge of industrial PLCs, cameras, sensors, and applications
- Strong EQ and ability to sell Eigen's unique value proposition to target customers with confidence and passion
- Travel to factory sites within U.S is required

About Eigen

We help leading, global manufacturers realize massive savings and reduce waste from their processes through our industrial vision solution. If you are interested in working in a fast-paced environment and like being on the cutting edge of technology, drop us a line at careers@eigen.io.