

# CAREER OPPORTUNITY

## APPLICATIONS SPECIALIST - ROBOTICS

(Toronto, Ontario)



Omron Canada ([www.industrial.omron.ca](http://www.industrial.omron.ca)) is a Division of the Omron Corporation, a Global Leader in the field of Automation & Advanced Automation (core sensing, control technology, sophisticated controls and robotics). Omron's business offerings cover a broad spectrum of products & solutions.

In the field of Industrial Automation, Omron supports manufacturing innovation by providing advanced automation technology, electronic products & controls with extensive customer support. Products & solutions include: the Sysmac Automation Platform, PLC's, Motion & Drive Controllers, Robots, Sensors, Laser Scanners, Power Supplies, Counters / Timers, Control Components and Electronic Relays. In Canada, Omron's Industrial Automation Division employs 60-65 employees who generate annual revenues in excess of \$40 million.

Omron's business has grown to include sales, support and training across Canada with an extensive network of distribution and support channels within a dynamic & exciting industry.

### The Position Mandate – Applications Specialist - Robotics

Reporting into the Field Engineering Manager for the assigned territory (Central Region), the Application Specialist - Robotics will be responsible for providing technical expertise, creating and developing custom solutions in order to support customers with **specific emphasis upon Industrial and Mobile Robotics solutions**. Responsibilities include: developing & designing robotics related solutions, "proof of concept" solutions and prototype / demos to secure customer confidence and commitment of Omron products & solutions.

The Application Specialist - Robotics supports the Robotics Sales Team, assists in building accurate "bill of materials" for various projects to ensure that the customer understands what products and solutions are required in addition to the associated cost of custom designed solutions. The Applications Specialist - Robotics is responsible for conducting technical coaching / training on the use of Omron equipment & related robotics to accelerate the learning curve and knowledge transfer to the Customer.

### Responsibilities

- Support pre-sale activity for the Region, by highlighting Omron's advantages over competitors through successful demonstration of Omron's technologies at Customer or Distributor locations (Travel as required)
- Prepare and present product demonstrations (PowerPoint, etc.) coaching/training, delivering workshops & seminars to Customers, Distributors & Omron Technical and Sales staff
- Research topics required to resolve & problem solve customer issues, to spearhead the design & development of innovative robotics solutions required by the customer (for example: robotics pick and pack systems, etc.)
- Build prototype solutions and demo kits used to display the functionality of Omron's various products and solutions (possible use of 3rd party hardware)
- Create bill of materials needed to complete projects
- Post-sales support through e-mail, phone or "face to face" meetings utilizing technical expertise
- Develop related manuals, instruction documentation and sample programs
- Provide on-site assistance to assist machine builders, solutions providers and integrators with respect to programming and troubleshooting
- Update Salesforce.com with weekly tasks, accounts and identified opportunities
- Attend various webinars hosted by Omron Scientific Technologies (OSTi) and Omron Sales Solutions Spotlight
- Additional travel may be required to various other regions across the country from time to time to support robotics colleagues / projects

## Requirements / Qualifications:

Our Client requires a well-rounded “Robotics” Professional with a University Degree, College Diploma or related Technical education together with 3-5 years’ experience in the design and development of robotics related solutions (together with a passion for Industrial Automation / Robotics).

The role requires an individual who is creative and innovative, a genuine Team Player who is a strong analytical thinker, a hard-working self-starter & dependable individual who brings a “good” blend of technical expertise & excellent interpersonal skills.

## Professional Amenities / Compensation & Benefits

This opportunity includes a generous / competitive Base Salary plus a rewarding annual incentive (vs. targets & results). This position also provides a company car (or monthly car allowance), together with excellent Benefits and RRSP Group Plan.

Omron fosters an environment of professional development, education, training and enhanced career opportunities.

Please respond in confidence quoting **File # LS-54** to: [tt@gmmcs.com](mailto:tt@gmmcs.com) with a covering letter and resume (**using Microsoft Word as a file attachment**). We thank all applicants for their interest.



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