**TEXT FOR POSTING ON COMPANY WEBSITE**

**MV Sales Engineer - Drives Division –** Responsible for the Pre- and Post- Sales Activities in area of primary responsibility for the MV Drives Division. Supports the Yaskawa Distribution Channel as well as Direct Customers in a wide range of industrial and commercial applications. Address application and process knowledge on automation products and systems in a professional and competent manner. Address and present pertinent product and commercial issues to all levels of the customer's organization. Act as a liaison to effectively communicate the Yaskawa Value Proposition and Quality Focus to the field as well as communicate data from the field to multiple groups within Yaskawa. Instill confidence in the customer. Develop relationships with customers in order to enhance the full utilization of all Yaskawa products and services. Manage geographic territory to achieve the customer mix and financial goals of the company in a professional manner and within the guidelines set forth by sales management.

**Requirements** - Bachelor's or foreign equivalent degree in Electrical Engineering or Mechanical Engineering and two years of experience in the job offered or two years of sales experience. Employer also accepts - Four years of experience in the job offered or four years of sales experience. Special skills - Two years of field experience with sales of drives and automation products; experience with U.S. factory automation market; supporting and managing various sales channels, and networks such as distributors, value added resellers, integrators, representatives and other channel outlets; and providing technical and application direction including MV switchgear, transformers and motors. Travel to various unanticipated sites required. May reside anywhere in the U.S.

**Employer**: Yaskawa America, Inc., 2121 Norman Drive South, Waukegan, IL 60085

Apply to:

Ms. Patty Chybowski

Senior HR Generalist

Yaskawa America, Inc

2121 Norman Drive South

Waukegan, IL 60085