

## **Job Description – OEM Account Engineer - Europe**

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**Title: OEM Account Engineer**

**Reports to: Sales Manager - Europe**

**Located: Based near Lyon, France**

**Hours: Monday – Friday, 8:00 am – 5:00 pm (Hours may vary)**

**Role:**

The OEM Account Engineer will report to the Sales Manager - Europe and will have a primary focus of developing OEM accounts in Europe. This position will also serve as an engineering resource for NORAC Europe.

**Principal Duties and Responsibilities:**

- Work with OEM accounts to manage all technical aspects of the relationship between them and NORAC.
- Facilitate and advance NORAC's integration agenda with the OEM's in Europe by having a close working relationship with NORAC's Engineers in Canada.
- Ensure exemplary communication and documentation between NORAC and the customer. This means properly documenting all meetings and communicating with every OEM contact and dealer. Share the information with NORAC staff and supply meeting minutes to the customer within a reasonable period of time following the meeting.
- Act as the main engineering resource for NORAC Europe.
- Follow up in a timely manner on all customer requests and outstanding action items.
- Supply reports to management regularly including travel/work plans for next 2 weeks and meetings/results from previous week.
- Define customer project needs, and communicate them to the appropriate NORAC personnel.
- Communicate critical concerns of customers to management.
- Manage and contribute to the project tasks, and communicate progress to customer.
- Manage delivery of service to customers including training, documentation, promotional material, etc.
- Carry out testing of NORAC equipment on sprayers and conduct test installations.
- Provide required sales forecasts for each assigned account.
- Prepare and present training material for NORAC staff and as required to meet customer needs.
- Attend tradeshow to meet with OEM customers/dealers and talk to end users.
- Other duties as assigned.

**Required Knowledge, Skill & Abilities:**

- Strong knowledge of markets served by NORAC.
- Experience with hydraulics, CAN BUS, ISO BUS, and precision ag equipment is an asset.
- Account management aptitude and skills are a must.
- Strong interpersonal skills.
- Strong technical knowledge.

**Education and Experience:**

- Undergraduate college engineering degree required.
- 10+ years of outside engineering and sales experience.
- Agricultural background preferred but not required.

**Additional Information:**

50% annual travel expected, mostly in Europe and some international. May vary on a season basis and based on customer needs.

To apply for this position email your resume to:

**Kathryn Newstead**  
Human Resources  
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Fax: +1 306 664 6664

No phone calls please.