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Direct Automation Seeks:

Estimator for Automation Projects in Sioux Falls, SD

Direct Automation is a process automation integrator that supplies consulting, design, procurement, installation, and support of various automation platforms for industrial facilities. Direct Automation serves many clients in the Midwest and needs talented Automation Engineers to help complete successful DCS migrations.

This position will contribute to a fast paced and growing team responsible for the development, testing, and continued improvements of facilities utilizing various DCS platforms and PLC platforms.

The position will be an integral part of the engineering team on interacting with prospective clients and planning parts, timelines, and labor requirements and costs associated with projects. The successful candidate will perform tasks independently while working closely with individual team members to insure that goals are met. The role requires solid technical literacy, understanding of profits and cost of goods sold, and application of resources in a feasible manner.

Position will be responsible for developing and implementing proposals for clients; interactions with the clients to close deals, and follow up to ensure good deals were made, accurate analysis of poor and lost deals are discussed, and clients are satisfied

Duties include but are not limited to the following:

- Writing of technical documents is accurate and consistent.
- Development of parts lists is accurate for scope provided by clients.
- Interpreting scopes in proposals that meet customer needs.
- Designs automation solutions for process controls.
- Soft skills of following up with clients to increase likelihood of closed deals.
- Soft skills of ensuring customer satisfaction by probing for dissatisfaction in newly won deals.
- Communicating with process engineers and clients.
- Procurement of parts and subcontractors.
- Site start-up support of integrated control systems.
- Travel to conventions and start-ups as requested by management.
- Likely balancing 5 new prospective clients and 5 new clients a month to start

Requirements Minimum of a BS or technical degree and experience resulting in automation and process control systems knowledge (DCS, PLC, SCADA, networking, etc.). Requires excellent communication skills and writing abilities. Excel skills are needed as well as budgeting experience. Candidate should also be self-motivated and capable of working in a project team environment. Process experience, Emerson Delta V, Rockwell, Siemens PCS7 experience is a plus. Strong project management and leadership skills are desired.

Travel Requirements 20-40% regional travel required to support installation and start-up activities.

Benefits

We offer a team focused work environment with competitive salary, office facilities, performance based incentive pay, benefits including medical, dental, life insurance and 401(K) with matching contributions. We will invest in training as necessary.

To be considered for this position, please send resume, cover letter, and 3 references to the reply address or Carsonm@direct-automation.com

For more information on the Direct Automation visit www.direct-automation.com

Salary DOE \$40-\$55 K

We are an equal opportunity employer. M/F/D/V All applicants must be authorized to work in the US. Hair Sample Drug Screening is part of our employment process.