



Gridco Systems – Field Applications Engineer

Job Title:	Field Applications Engineer
Location:	Western U.S.; Southern California preferred but not required
Issue Date:	9/25/2012
Full-time or Part-Time Permanent or Temporary:	Full-time, Permanent
Experience Level:	7+ years
Travel Required:	50+%
To Apply:	Send cover letter and résumé to Michael Rigney, VP Business Development Email: mrigney@gridcosystems.com Mobile: (650) 387-7424

Job Description

Gridco Systems, a provider of advanced power electronics solutions for power distribution, is seeking an experienced Field Applications Engineer to support the development and technical management of utility relationships. The Field Applications Engineer will support Account Executives in pre-product trial relationship development and take a lead technical role in product trial planning, product trial execution, and commercial deployment. As Field Applications Engineer, you will take ownership of your customers' technical satisfaction. The Field Applications Engineer will collaborate with – and leverage – colleagues in business development, product management, engineering and other departments to ensure a successful sales process and commercial relationship.

Responsibilities

- Gains customer acceptance by explaining and demonstrating Gridco Systems solutions to customers in a variety of settings and at a variety of levels.
- Serve as the on-site technical lead during pilot planning and execution for all aspects of Gridco Systems solutions (hardware, software, communications, etc.). Continue this function through commercial deployment. This includes:
 - Develop and execute project plan from a technology deployment and testing perspective.
 - Serve as onsite lead for deployment.
 - Perform system integration including communications, back office, etc.
 - Develop deep technical relationships and become the technical advisor to the customer
 - Debug and troubleshoot pilot issues.
 - Coordinate and support data analysis.
- Developing and/or conducting onsite training sessions.
- In coordination with the Account Executive, provide project management for pilots and commercial deployments.



- Convey customer feedback and requirements to Product Management teams.
- Support the development of the business case for commercial deployment, including maintaining value calculator tools and models.

Skills and Competencies

- Demonstrated track record of successfully supporting trials and sales for power-related hardware equipment and/or software to large commercial and industrial companies or utilities with multiple stakeholder groups. Direct utility experience preferred.
- Working knowledge of SCADA and other utility back office systems
- Working knowledge of utility communication methods and protocols (IP, DNP3)
- Working knowledge of utility distribution products, including LTCs, cap banks, line regulators, breakers, fuses, etc. Working knowledge of distribution system power electronics such as SVCs and STATCOMs a plus.
- Direct experience with products requiring long, consultative relationship development.
- Excellent oral and written communication skills.
- Strong analytical skills.
- Organized and able to balance multiple accounts successfully.
- Self-directed, highly motivated, proactive, and able to exercise sound judgment independently.
- Strong understanding of electrical engineering and power systems.
- Working knowledge of power electronics.
- Proficient in Microsoft Word, Excel, PowerPoint and Project.

Education

- B.S., Electrical Engineering preferred

About the Company

Gridco Systems is introducing advanced power distribution solutions that help utilities meet the evolving demands of the 21st century electric grid, including integration of renewable generation, more dynamic loads, changing energy consumption patterns, and new consumer expectations. Leveraging recent advances in utility-grade power electronics and intelligent system software, Gridco Systems solutions enable utilities to manage power distribution and control below the substation with precision and granularity while improving systemic grid reliability and efficiency. The Gridco Systems team draws on deep experience and expertise in power electronics, power systems, energy and utilities, digital signal processing, and distributed intelligence.

Privately held, Gridco Systems is based in the Greater Boston Area and is backed by top-tier Clean Tech investors General Catalyst Partners, Lux Capital, North Bridge Venture Partners, and RockPort Capital.