

## **Field Application Engineer (FAE – CNHi Channel)**

Trimble Navigation is a world leading provider of GPS and position based technologies used in many industries. The Agriculture division is currently looking for a Field Application Engineer to join their EMEA team. This position will be Home Office based located in France or Benelux, you will be responsible for providing field and sales support to our Customer in France and Benelux

### **Essential Functions/Responsibilities.**

- Promote Trimble product sales to include:
  - Assistance in key customer demonstrations and presentations
  - Participation and assistance in trade shows, road shows and user group events
  - Provide assistance during commercial and technical events
- Work with all OEM contacts to satisfy final customer (Dealer - End User) and achieve company goals.
- Answer to OEM Sales/Support/ and training team technical and Sales questions on Precision Farming equipment.
- Testing the developed solutions and adapt it to the EMEA Market.
- Train themselves on existing product, update and new products.
- Identify customer training needs and recommend which product or solutions best fit the customer's needs.
- Develop dealer sales and technical support personnel competency to demonstrate, sell and support new technology products. This includes:
  - Providing structured and informal training on products, technology and application of technology
  - Assistance in preparation of tender documents and specifications
- Recommendations as needed on product configurations, part numbers, and options as required to suit customer needs and applications.
- Maintain up-to-date skills and knowledge on the latest Trimble technology; proactively seek out training to ensure "early adapter" knowledge.
- Be current on competitor manufacturer product offerings (features, benefits and customer interest in these products) in the region, report information internally together with recommendations as required.
- Respond to escalated technical issues from dealers about key or priority customers to ensure sales closure.

### **Skills, Knowledge, Qualifications and Experience:**

- Education: An agricultural or technical university degree combination of technical training.
- High affinity with technology as well as agricultural topics. GPS and Machinery guidance will be a plus.
- Strong experience in make technical presentations, installations for technology products.

- Ability to assume responsibility, interface and communicate with others a must. Effective oral and written communication skills and ability to represent the company and products in a professional manner to the customer.
- Strong Communication, customer facing, troubleshooting skills and technical aptitude.
- Ability to read, interpret and understand technical user manuals and documentation.
- “Hands-on approach” is basic for the business success, Problem-solving ability
- Willingness to travel and be often out with your customer in EMEA countries (Travelling 70% of the time), should be flexible and therefore able to move from time to time to where the job is.
- The ability to work “Home-Based” as a part of a dispersed team, living close to an international airport.
- Fluency in English, France, Dutch will be an advantage.

**Key Organizational Interfaces:**

- The primary interfaces outside of Trimble are CNHi dealers, Technical and sales people and customer end users.
- The primary interfaces within Trimble are, Product Marketing Team, Marketing Communications

The role will require up to 75% of time on domestic and international travel, so you will need a valid, current passport. If you are highly motivated, enjoy working independently, have strong people and relationship skills and you come from a strong agricultural working background, then we would like to hear from you. An attractive salary package, commensurate with experience, will be negotiated with the successful applicant.

Contact :

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