



LineVision Inc.
444 Somerville Ave
Somerville, MA 02143 USA

Position: Applications Engineer

LineVision Inc. is working to monitor, optimize, and protect the world's critical energy infrastructure. We are an innovative technology company that works with electric utilities and pipeline companies around the world to unlock new intelligence from previously unavailable data sources, providing operators and engineers with a new level of understanding of their critical infrastructure. Our unique sensor technology enables stakeholders with information and tools to turn static infrastructure into dynamic, optimized assets to reduce risks and plan for the future.

Through our non-contact overhead powerline monitoring sensors and sophisticated cloud-based analytics, we open the door for new actionable insights into the real-time status and long-term health of energy delivery assets. With LineVision you can monitor assets continuously to gain real-time situational awareness detecting anomalies to take immediate action and optimize your delivery assets to extend lifetime. Whether you are scheduling regular maintenance, considering new capital investments, dealing with ever-changing power flow patterns, or building models to mitigate asset risks and aging, we have the answer.

We are a rapidly growing, inclusive, and highly motivated team. LineVision is relatively young, having been founded in 2018, however, our technology has been built over nearly two decades, giving us the feel of a startup while having the weight of well-tested technology behind us.

The Applications Engineer will be an integral member of LineVision's sales team and will provide the technical support needed to execute the sales plan. You will work to clearly understand customers' technical buying requirements and will develop the solutions to meet customers' needs. This is a highly visible role; you will be the technical expert in the room providing crucial insights, product details, and strategic plans for our customers.

This is your chance to be a leading voice in a rapidly growing space and shape how utilities tackle some of the most significant challenges they have faced.

At LineVision we value and benefit from the wide-ranging perspectives that come from a diverse and inclusive work environment. We encourage all qualified candidates to apply, particularly those from under-represented groups in the energy sector.

Overview

Reports to: Vice President of Sales, Electric Utilities

Location: United States of America. Ideally, Somerville, MA or Denver, CO.

Employment Type: Full Time

Market Sector: Electric Utilities



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Core Responsibilities

- Be the technical expert on LineVision's technology and applications (we will train you!)
- Provide leadership in pre-sales functions to enable efficient, data-driven assessments
- Partner with customers' technical buyers to understand technical requirements, collect project details and develop LineVision's solutions/proposals
- Co-develop strategies and tactics for closing business with our sales team
- Deliver expert product demonstrations of LineVision's technology and user interface
- Prepare written documentation required for customer presentations, RFP responses, and other documents
- Work closely with utility clients to facilitate the data integration process, focussing on cyber security requirements, the integration of data with asset health/SCADA systems, and ISO/RTO operations
- Enhance LineVision's technical leadership and credibility through participation in industry technical forums (CIGRE, IEEE), presentations at industry events and writing white papers
- Interface with customers to answer their questions and solve any technical problems
- Enable the sales team to exceed targets; position LineVision as the world-leader in overhead line monitoring
- Provide equipment installation technical direction or support as needed

Other Responsibilities

- Stay current on LineVision's product advancements and those of our competitors
- Stay current on industry standards, regulatory requirements, and industry dynamics
- Train others inside and outside LineVision to become product experts
- Collaborate with Product Development and Product Management teams to relay customer needs and drive continuous improvement

Required Skills

- Strong ability to self-motivate and a relentless drive to be an undisputed subject matter expert
- Highly flexible. Move easily from presenting to customers, to sales support, to engineering engagements, and interaction with key stakeholders.
- Highly organized. Meet project deadlines, carefully prepare for every customer engagement, and submit flawless work products to internal stakeholders and customers.
- Experience and successful track record supporting the growth of innovative technology
- A thorough understanding of how to interpret customers' business needs and translate them into technical and operational requirements
- Excellent leadership skills and excellent communication skills
- Desire to work in a fast paced, entrepreneurial environment



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Qualifications

- B.S. in engineering or a related technical degree, M.S. preferred
- 5+ years of related experience
- 2+ years of experience in a customer-facing role such as sales engineering, application engineering, field engineering, or other technical support role
- Ability and willingness to travel as required, including international locations
- Proficiency utilizing G-Suite Productivity tools and Microsoft Office
- Fluent in English

LineVision Inc is an EEO/Affirmative Action Employer and does not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability or any other legally protected status. For more information, visit <http://www.linevisioninc.com>

To apply send a resume and cover letter to apply@linevisioninc.com.