



## A career with COPA-DATA

COPA-DATA is an innovation leader in the industrial automation software sector. COPA-DATA is forward thinking in our solutions, open-minded and active worldwide. Due to continued success and growth, COPA-DATA USA Corp. is looking to recruit additional personnel to join our team based in East Windsor, New Jersey, USA.

# Energy Industry Specialist

## Full Time, East Windsor, NJ

As an Energy Industry Specialist, you'll be embedded in the COPA-DATA USA Team, reporting to the Managing Director and working closely with both the US and International Teams of COPA-DATA. Your involvement into the Energy Industry will help to ensure that our product will comply to the North-American (NA) market specific requirements and that the future needs are properly evaluated and communicated within the organization. Through the involvement with the key-drivers as well as the appropriate Associations of that industry you will provide a major contribution for the placement of future product features. After a thorough training program, you will be assisting Pre- and Post-Sales Technical Support in North-America.

### Job duties:

- ▶ Evaluate and exploit the key drivers within the energy market in North America (NA), specifically USA as it pertains to software requirements needed for substation automation and the adjacent technologies such as transmission, distribution and outage management.
- ▶ Support Product Management to identify industry specific requirements in developing the market specific product roadmaps to expand the COPA-DATA footprint in the North American market.
- ▶ Support Sales, Product Management and international key accounts with RFPs, tenders or events such as fairs and customer visits.
- ▶ Remain engaged with the industry relevant Associations and build up strong relationships to energy market leaders for both integrators and engineering companies as well as utilities.
- ▶ Support Marketing in conceptualizing industry specific brochures, newsletters, competitor analysis and provide industry specific product news and application scenarios.
- ▶ Prepare technical papers to utilize speaking opportunities for various industry events and present COPA-DATA and its product solutions.
- ▶ Support the planning and conducting of educational workshops for key North American players (e.g. utilities, customers, potential partners).
- ▶ Build industry specific demo projects to be used at fairs, events, and customer visits.
- ▶ Participate in marketing events such as trade shows when necessary to raise market awareness.
- ▶ Support the Technical Consultants specifically for the Energy Industry.
- ▶ Be prepared to travel up to 30% of time if required.



Visit us at:



COPA-DATA USA Corp.  
50 Millstone Rd., Bldg 400 Suite 150  
East Windsor, NJ 08520  
[www.copadata.com](http://www.copadata.com)

## Essential requirements:

To successfully perform this job, an individual must be able to perform each essential job duty satisfactorily. The essential job requirements listed below are representative of the knowledge, skill and/or ability required:

- ▶ Must possess strong technical interest e.g. automation industry or Energy field
- ▶ At least 3-5+ years job experience in related field
- ▶ Ability to work independently and take proactive approach in daily tasks
- ▶ Team player, ability to quickly build rapport
- ▶ Attention to detail with a quality focus and can thoroughly complete tasks/maintains records
- ▶ Ability to provide excellent customer support
- ▶ Good interpersonal, written, and verbal communication skills
- ▶ Degree in Engineering or related experience

The person must be eligible to work in the US. COPA-DATA USA Corp. is an Equal Opportunity Employer. This role is office based at COPA-DATA USA Corp. in East Windsor, NJ.

If you are interested, apply at [jobs@copadata.com](mailto:jobs@copadata.com)



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