

**Scape Technologies A/S**  
**is Looking for a**  
**Systems Engineer**



**Be part of changing the robot automation world!**

**Join “The Bin-Picking Company “- Scape Technologies.**

**Job Description**

You will fill in the role as a sales- and customer focused technical engineer being responsible for managing all technical aspects of winning new business and increase sales to existing customers in close cooperation with the account managers and our sales partners.

By providing top-quality technical service before and after a sale, you help to ensure an effective sales process, customer satisfaction and strengthen customer relationships.

Your primary tasks are the following:

- **Pre-Sales Support**
  - You play an important role in winning sales projects in Europe. You are responsible for analyzing the prospects’ business and technical requirements and configuring and presenting solutions that meet those needs.
  - You demonstrate products to customers and partners and explains how the proposed product or solution meets customers’ needs.
  - You will often perform Bin-Picking demonstrations and pre-projects for potential customers.
  
- **After-Sales Support**
  - When customers have agreed to purchase a SCAPE solution, you identify the services and support customers will need to make effective and productive use of products.
  - Assisting our partners and colleagues in other countries implementing SCAPE systems by efficient hand-over from the sales phase to the implementation phase.
  - Arrange and conduct product training for partners and customers.

The majority of the work is to analyze new customer requests and making configurations meeting their requirements. This is a challenging task because there are rarely two identical requests from customers and the SCAPE system is modular and can be configured in endless ways. However, this means there is almost always a solution, it’s a matter of understanding the product well and finding the best solution.

Performing challenging customer demonstrations is another important task. This involves advanced robot programming, assembly and validation of communication and signals, suggested cell configuration and layout as well as training partners and end users.

Occasionally, you will provide remote support to your project engineer colleagues and partners during installations.

You will also be testing new software releases and new hardware which will become part of the next version of the SCAPE system. This ensures you know the product at expert level.

During your work you will become a key expert and user of the SCAPE system and you will be a key player in the sales process. You will also be the link between the developers and the users/partners regarding user experience and how the product can be improved.

We provide exciting career opportunities in a growing company and a truly international and stimulating work environment with highly skilled colleagues and partners as well as the world's leading technology.

You will mainly work at the headquarter of Scape in Odense but must expect travel activities to participate in customer meetings and occasionally on-site demonstrations.

Travel activity: Expected 30 days per year, maximum 45 days per year, in Europe and primarily in Germany.

### **Ideal qualifications**

- Experienced robot programmer. Preferably on KUKA robots.
- Experience with Computer Vision systems.
- Very strong communication skills to build effective relationships with customers, partners, and members of the account team.
- Fluent in writing and speaking English. German spoken language skills are needed.
- Minimum 4 years of experience in one or more of the following topics: Technical Sales/Consultancy, Project Management or Technical support,

### **Desired Background & Skills**

You probably have one of the following educations: Robot Programmer, Robot Engineer, Automation Engineer or equivalent combined with:

- Experience in configuring, setting up and optimizing automated production lines/systems.
- Experience working with industrial robots and technical sales preferably in the automotive industry or similar manufacturing environment.
- Desirably: Experience with one or more of the following technologies: Mechanical gripping, vacuum, magnetics, censoring.
- Desirably: Electrician background.
- Desirably: Experience with industrial bus systems.
- Desirably: Experience with PLC programming.

### **Personal Competencies**

- Customer focus & Service minded
- Quality oriented
- Sense of urgency
- Positive attitude and ready to handle challenges
- Must be able to work well both independently and in teams
- Strong consulting & communication skills
- Can handle many tasks at the same time

### **About Scape Technologies A/S**

Scape Technologies A/S is experiencing massive growth in “bin-picking” systems for the automation industry. The term “bin-picking” is about guiding an industrial robot to pick randomly placed parts in a bin and place them into the production lines, machines, fixtures etc. For many years this has been called the *Holy Grail of Automation* because it is the last big area of production, which nobody has been able to automate. Until Scape Technologies entered the world of bin-picking.

Scape is a fast-growing company working with the big players in the automotive industry like Ford and BMW.

We supply bin-picking solutions that allows these demanding companies to automate and optimize complex manufacturing processes that has up till now been manual.

Scape Technologies A/S provides the following for a bin-picking system:

- Software for recognizing the parts using 3D sensors
- 2D and 3D vision sensors
- Grippers optimized for bin-picking – mounted at the end of the robot arm
- Software for controlling the robot movements

Scape Technologies A/S was founded in 2006 and is world leading in its field. Several SCAPE systems are running in production at some of the biggest car manufacturers in the world.

Lately Scape also introduced the new product SCAPE Package Picker which is targeting the eCommerce business and logistic sorting warehouses.

Scape Technologies is located in the center of Odense, Denmark.

For more information about Scape Technologies, please visit our home page:

<http://www.scapetechnologies.com>

**Please send your application - including CV - to:**

Scape Technologies

[applications@scapetechnologies.com](mailto:applications@scapetechnologies.com)

**Application deadline: No strict deadline**