



## **Employee Spotlight – Rob McIver, Inside Technical Sales**

**What does your position entail?**

I support our customers with technical questions as well as help our account managers out when they are on the road away from a computer. That can mean everything from remotely troubleshooting a vision application to sending someone a spec sheet. The job entails a little bit of event planning too because I facilitate all of our workshops, trainings, and demos. I also do the occasional application prove out as well as write a whole lot of quotes to customers.

**Can you tell us a little about your background and how it helps you in this position?**

Prior to receiving my mechanical engineering degree from Ole Miss I had an internship with a tier 1 automotive supplier of transmission solenoids. After graduation I worked for Nissan in the Trim and Chassis department of their vehicle assembly plant in Mississippi. Most recently, I worked for Toyota in the assembly side of their engine plant in Alabama. Before I started working for ACS, I was one of their customers so I believe that helps me more than anything. I've had a lot of exposure to Cognex vision products prior to ACS so I was able to immediately parlay that experience into my new position. I joined ACS in July of 2014.

**What do you like best about working at ACS?**

The company culture is great. Every employee has been very welcoming and helpful to me as I transition from engineering to sales. This might be a tired cliché but it's true, everyone at ACS works hard but plays hard as well. I also love living in Atlanta with its vibrant music scene.

**What are some key lessons you have taken from your career thus far?**

Transitioning from school to working in manufacturing taught how little of my formalized education prepares me to do that job. The Toyota Way had a tremendous impact on my knowledge of manufacturing. Moving from engineering into technical sales has been a whirlwind of new lessons as I transition my skill set, but the biggest lesson so far in sales has been that the people who are really good at it make it look easy. It's not easy.

**Describe some of your hobbies – what do you like to do outside of ACS?**

The women in my life say I have too many hobbies and toys; they are right. It's the engineer's curse of knowing how to fix something but not having the time to fix it. I like to produce music, tinker on all sorts of stuff, cook, and enjoy the outdoors if I ever find time between all my little projects. I'm almost done putting together my dream home studio, and recently I've been trying my hand at building some DIY synthesizers and drum machines. In the basement garage anything with a motor is fair game to

become my next project. There is a busted old Honda CX500 I'm turning into a Mad Max-styled street tracker. Out in left field I have some Wetbikes [\[Google it\]](#) and a leaning Ducati trike I built in college; all of which require a lot of TLC but are a blast to ride. I just need a gyrocopter to round out the weird vehicle trifecta. Cars usually get the best of me, but I can't help working on them too. I ride bicycles as well though I haven't got the courage up to ride in Atlanta traffic yet.

**What is one thing your customers might find surprising about you?**

I hold a patent for a leaning vehicle suspension system and can quote more old school dirty south country rap tunes than most people expect.

*-Thanks to Rob for sharing a little about himself and we look forward to spotlighting his co-workers in the month's to come.*