



Employee Spotlight – Rob McIver, Account Manager

What is your job title and what does the position entail?

- Account Manager for Southeast Georgia. My main responsibility is finding new automation solutions and new accounts. This can mean everything from a specific part all the way up to a large project. On the project end, I work closely with the customer and our engineering team to take the solution from the ideation phase to proposal to commissioning. Another way of looking at the role is that of an automation solution consultant. You will also find me teaching/playing funny videos at our regular Cognex workshops.

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.

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 Borg Warner making 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. Having lead large projects at those corporations really benefits me because I understand the cumbersome process of capital budget, scope of work, ROI calculations, executive approval, bidding, approval drawings, vendor try out, countermeasures, install, testing, start ups, go & see, yokoten presentations, meetings, meetings, and more meetings. This first-hand knowledge of the inner workings of industry allows me to be consultative and not just another salesman.

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

- Transitioning from school to working in manufacturing taught me how little of my formalized education prepared 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. A key lesson has been how to ask the right questions. If you know how to ask the right questions and LISTEN, you will be a great asset to your customer.



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've finally 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.