

LSC connecting success

A man with a beard, wearing a dark suit, white shirt, and patterned tie, stands in a modern office. He is gesturing with his hands as if speaking. In the background, there is a whiteboard with a 'To Do' list and several sticky notes. The office has large windows and glass partitions.

Emerson Interview Advice

www.LSCconnect.com

We caught up Simon Capewell, Engineering Manager Ireland at Emerson Automation Solutions to find out what type of profile does well at Emerson!

Here we outline 4 key characteristics that make an impact during an interview with Emerson.

Customer
Centric

Problem
Solvers

Trusted
Advisors

Passionate for
Emerson Tech

Read on for first hand details from Simon on the type of team Emerson are trying to build, and LSC advice on how to best position yourself to do a great interview!

Customer Centric Approach

“We want to build a team that can capture the customer’s vision, that elusive destination that the future demands. We need our team to travel on that journey with them. Today when we talk to customers about IoT and Digital transformation – what we really mean is that we are in a partnership with them to help change the way the customer operates their facilities. You can only have these conversations if the customer trusts you.”

LSC advice:

- You need to demonstrate Emotional Intelligence:
Show empathy and an openness to see and understand things from other people’s perspective
- An ability to build working relationships with customers and the skills to ask the right questions to understand their painpoints and vision for the future



Fearless Problem Solvers

“We are looking for Engineers who can adopt the mentality of doing things in a new way and have a fearless approach to problem solving. Those who can deal with the unknown, manage ambiguity and deliver the solutions to our customers problems.”

LSC Advice:

- You need to demonstrate examples of your approach to problem solving
- The process you take to tackle a problem
- The resources you engage in that journey
- Demonstrated examples of successfully delivering solutions to complex problems



Trusted Advisors

“With the onset of the COVID-19 pandemic, we are finding that a lot of our customers are embracing the working from home model. Therefore our engineers have had to adapt and increase their communications skills. Many of our discussions now take place over a Microsoft Teams call and most of our team work remotely. Both of these scenarios makes it more difficult to build trust. Also ambiguity creeps in, as customer’s are not always able to give us the right information at the right time. This has really amplified the need for soft skills, the ability to communicate with the customers remotely, convey assurance as to where they want to go and negotiate without being in the room. By concentrating on these core competencies we are creating a world class team of trusted advisors for the Irish Life Science industry.”

LSC Advice:

- Demonstrate a consultative approach to work
- A time where you have worked with customers on their biggest problems
- Managed Ambiguity and relationships
- Dealt with challenges and how you overcame those challenges
- If you have done so – learnings from dealing with multiple people across multiple projects



People with a passion for Emerson Technology

“From our team of dedicated professionals, we produce some of the best technology in our industry. The technologies and products that we produce speak for themselves!

Take DeltaV Mobile for example, delivering an entirely new operational experience to improve performance and safety by having all the data at your fingertips, virtually, anywhere.

One of the best things about Emerson is we can say we built it. We not only execute projects and manage facilities, we also have a whole team of people making all these crazy, top of the range, tech stuff that does all these wonderful things!”

LSC Advice:

- Emerson are proud and passionate about their products and technologies and you should be too!
- Keep up to date with product announcements, events and their technical training sessions here:

[Click here to Subscribe to the Emerson Community](#)





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