

# WE'RE

# HIRING

## APPLICATIONS ENGINEER



The Application Engineer plays a crucial role in the engineering, design, & manufacturing of equipment for all markets. AEs may work to design different types of equipment such as pump stations, reverse osmosis/water treatment equipment, control panels, power distribution equipment, & many others. This role requires a dynamic individual with a strong technical background, exceptional problem-solving skills, & effective customer communication abilities. The Application Engineer will collaborate with cross-functional teams to deliver innovative solutions & ensure customer satisfaction.

### REQUIREMENTS:

#### PRELIMINARY ENGINEERING & CONCEPTUALIZATION:

- Collaborate with the sales team & customers to understand project requirements.
- Read specification & project scope documents through the bidding process.
- Develop preliminary engineering concepts & solutions for equipment.
- Evaluate feasibility & provide input on design & performance parameters.

#### PRICING & COST ESTIMATION:

- Prepare accurate & competitive pricing proposals for customers.
- Collaborate with vendors for component selection, pricing, & application.
- Maintain pricing documentation & stay updated on cost factors.

#### CUSTOMER INTERFACE:

- Serve as a primary point of contact for customers throughout the beginning of the project lifecycle.
- Address customer inquiries, technical concerns, & provide timely responses.
- Build & maintain strong customer relationships to enhance client satisfaction.

#### SALES SUPPORT:

- Work closely with the sales team to identify opportunities, tailor proposals, & assist with closing deals.
- Provide technical support during sales presentations & customer meetings.

#### TECHNICAL EXPERTISE:

- Stay updated on industry trends, standards, & best practices related to packaged equipment in relevant markets.
- Continuously improve technical knowledge & expertise in product offerings.
- Provide technical guidance to internal teams & customers.
- Provide functional guidance to internal engineering teams & applicable external stakeholders.

#### COLLABORATION & CROSS-FUNCTIONAL COMMUNICATION:

- Collaborate with various departments, including engineering, manufacturing, & quality control, to ensure project success & adherence to specifications.
- Communicate effectively with cross-functional teams to coordinate handoff the project management team.

#### DOCUMENTATION & REPORTING:

- Maintain accurate records of customer interactions, project details, & engineering concepts.
- Prepare reports, project summaries, & technical documentation as needed.

#### QUALITY ASSURANCE & COMPLIANCE:

- Ensure that engineered solutions meet industry standards, regulations, & company quality standards.
- Collaborate with the quality control team & project management team to address any quality-related issues.

#### PROBLEM SOLVING:

- Identify & resolve technical challenges & issues that may arise during the project lifecycle.
- Implement effective solutions to ensure project success & customer satisfaction.

#### QUALIFICATIONS:

- Bachelor's degree in engineering or a related field (Mechanical, Chemical, or Electrical Engineering preferred).
- Preferred 2+ years of experience in a similar role within the equipment manufacturing industry.
- Proficiency in engineering software & design tools.
- Strong interpersonal & communication skills.
- Excellent problem-solving abilities & attention to detail.
- Knowledge of relevant industry standards & regulations.
- Ability to work independently & as part of a team.
- Willingness to travel for customer meetings & site visits as necessary.
- Proficiency in Microsoft Office Products such as Excel, Word, PowerPoint