

FLUID COMPONENTS INTERNATIONAL, LLC.
SALES APPLICATION ENGINEER

Join the world leader in thermal mass flow meter technology. The company began in 1964 by pioneering the development and application of thermal dispersion flow and level sensing technology, using patented thermal dispersion flow measurement technology.

OVERVIEW:

Our ideal candidate under the direction of the Director of Sales and/or Manager OEM will be working in the Sales Department with a dedication to meeting product quality standards and exceeding customers' expectations.

The Sales Application Engineer will provide the sales proposal support for the technical products and applications.

You thrive on being held accountable for all aspects of quality.

- You are self-motivated with a proven track record of sales in technical products and applications and possess the technical background to succeed.
- You possess the technical amplitude to articulate technology and product positioning to both business and technical users.
- You possess strong presentation skills and are able to communicate professionally.
- You are organized and analytical and are able to eliminate sales obstacles through creative and adaptive approaches.
- You believe in establishing and maintaining strong relationships throughout the sales cycle.

You are a self-starter with an outgoing personality!

- You are comfortable in the dynamic atmosphere of technical organization with a rapidly expanding customer base.
- You set high expectations for yourself, you are inquisitive and have an attention for detail.
- You are a fast learner and able to retain and apply what has been learned.

ESSENTIAL JOB RESPONSIBILITIES:

- Generates supporting information for technical products and applications for RFQ.
- Accesses systems to determine part/sub assembly costs or material requirements. Submits to Purchasing for pricing/costing.
- Works with Engineering to determine any Engineering concerns.
- Prepares proposal drawings electronically.
- Provides additional technical support to the Sales Department as needed.
- Prepares Engineering document delivery schedule such as Print specification, NDE requirements and PMI.
- Provides Sales with schedule impact from specials work, pricing, lead times, and drawing documentation details.
- Works with Marketing and Sales to determine which designs should become standardized.
- Performs specification review at initial inquiry, verifies original commitments with purchase order when received, and verifies order prior to processing in house.
- Represents Sales department in Inquiry review meetings and design reviews.
- Pulls financial history on projects identified by management for follow-up review and provides revised pricing recommendations.

COMMUNICATION MANAGEMENT:

- Communicate effectively in English, both verbally and in writing.

- Maintain effective and constructive working relationships with others both internally and externally.
- Prepare effective reports and presentation of departmental information.

FINANCIAL MANAGEMENT:

- Recommend departmental budgets and operation expenses; may include sales forecasts, equipment needs, space allocation, manpower, etc.

EDUCATION/QUALIFICATION REQUIREMENTS:

- BSME or BSEE or equivalent work experience.
- 3-5 years' experience working as a Sales Application Engineer in an instrumentation and control environment.
- Must be able to evaluate special RFQ requirements and documentation package requirements.
- Proficiency with Solidworks and Adept.
- Knowledge of Adobe Pagemaker a plus
- Strong communication skills and ability to interact with customers and various departments within the organization.

DISCLAIMERS:

PHYSICAL DEMANDS: While performing the duties of this job, this position requires extensive sitting while working on a computer and talking on a telephone. Minimal walking, standing, and lifting to a maximum of 25 lbs. Some travel is required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. *The information contained in the job description is for compliance with the Americans with Disabilities Act (ADA) and is not an exhaustive list of duties performed by this position. Additional duties may be assigned by the Supervisor or his/her designee.*

ACKNOWLEDGEMENTS: FCI is an Equal Opportunity Employer. We encourage applications from all individuals regardless of race, religion, color, sex, pregnancy, national origin, sexual orientation, ancestry, age, marital status, physical or mental disability or any other protected class, political affiliation or belief. FCI is an active participant of the DHS and SSA E-Verify program.