

Join the world leader in thermal mass flow meter technology. FCI began in 1964 by pioneering the development and application of thermal dispersion flow and level sensing technology. The Company is the world-recognized leading manufacturer for solving flow and level measurement applications for industrial process and plant applications using patented thermal dispersion flow measurement technology.

From off-the-shelf product solutions to custom engineered products and systems, FCI provides world leading experience and a record of unequalled innovation to meet or exceed our customer application demands. Complimenting FCI product leadership is a world class Flow and Level Calibration Facility in which all calibrations are performed in liquids or gases utilizing only N.I.S.T. traceable equipment and instrumentation.

Currently, we are seeking a Sales Engineer 2 for our Aerospace department.

**Position Purpose:**

Reporting to the Aerospace Regional Sales Manager the Aerospace Sales Engineer 2 works within broad company guidelines to provide dynamic inside technical sales development expertise to customers and sales representatives, manage new part number contracts and provide inside support to the regional managers' outside sales objectives.

**Essential Job Functions (primary duties and outputs of position):**

- Drives the Aerospace new part number sales opportunities process. Provides timely guidance to the customer in the efficient development of both technical requirements and commercial contract terms to win new work.
- Performs application specification technical review at initial inquiry, verifies original contract commitments with purchase order when received, and completes contract review prior to order entry in accordance with company policy. May act as Contract manager in support of documentation control.
- Produce preliminary CAD files from existing files (preferably SolidWorks) for bid opportunities.
- Prepares formal Proposals and Response to Requests for Information (RRFI) in response to customer's Request for Information or Proposal (RFI/RFP) Responsible to coordinate team effort to meet bid deadline and close the sale.
- Prepares costing analysis of material, labor and outside services to help establish company new part number pricing.
- Represents Sales department in customer new inquiry and design reviews.
- Documents the project pre-order activity and chairs the new order kick-off meeting for transition to the Engineering department. Provides on-going liaison and schedule management to customer Engineering department as needed. Partners with PE through first delivery to meet customer expectation and commitments.
- Works directly and efficiently with customers and Manufacturers Representatives to develop and close new opportunities with existing customer base.
- Hosts customer visits and conducts factory tours.
- Represents the Company by attending and participating in trade shows, industry events and customer/supplier symposiums around the country when needed.
- Liaison with external Manufacturer's Representatives to provide information, and advice related to technical, commercial, and contractual positions of the Company.

***Level 2:***

- **KNOWLEDGE:** Uses professional concepts with ease; applies company policies and procedures to resolve a variety of complex issues with little to no difficulty.
- **JOB COMPLEXITY:** Works on problems of moderate scope where analysis of situations or data requires a review of a variety of factors. Exercises initiative and good judgment within defined procedures and practices to determine appropriate and timely action.
- **SUPERVISION:** Normally receives little to no instruction on routine work; detailed instructions on new projects or assignments. Asks for help when needed.
- **EXPERIENCE:** Typically requires a minimum of 3 years of related experience.

### **Safety**

- Employees are responsible for following safe work practices, participating in safety training as required, and reporting any unsafe condition or accident.

### **Quality**

- Employees are responsible to understand and support the quality policy and the appropriate elements of the quality management system for their areas of work, reduce, eliminate, and prevent quality deficiencies
- Initiate action to prevent the occurrence of nonconformities related to product, process, and quality system.

### **Financial Management:**

- Develops Proposal pricing using Engineering estimates and Bill of Material; may include control of contract deliverables, terms and schedule management for profitability.
- Participates in customer cost out activities and proactively communicates company position.

### **Communication Management**

- Maintain and develop favorable working relationships with others both internally and externally.
- Prepare effective Proposals, RRFI's, reports, project files and presentation of departmental information in accordance with internal processes.

### **Education/Work Experience Requirements:**

- BA/BS degree in Engineering, Science, Technology, or Math or equivalent work experience.
- Must be able to read and interpret industry terms, installation drawings, customer specifications and symbols, filing and records management systems, forms design principles, and other office procedures and terminology.
- Knowledge of principles and processes involved in the manufacture of electrical and or electronic product including blueprint reading, schematics, engineering drawings etc.
- Demonstrated ability to thrive in a technical sales environment.
- Excellent English written and verbal communication skills.
- Must possess demonstrated, effective interpersonal and collaborative skills.
- Technical aptitude and ability to understand and accurately answer technical questions and effectively engage customers as well as all levels within the organization.
- Proficiency with Microsoft Office suite software and ability to quickly develop proficiency in the Company's other computer software applications.
- Thorough knowledge of an enterprise system, Syteline preferred.
- Knowledge of FAR/DFAR, ITAR and EAR compliance requirements a plus.

- Aerospace industry experience preferred.

**Physical/Travel Requirements:**

Position requires the ability to sit for extended periods of time and manual dexterity for use of the company's computer systems.

These duties may be modified or changed at any time at the sole discretion of management either orally or in writing. The above statements are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of this position. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

FCI is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex including sexual orientation and gender identity, national origin, disability, protected Veteran Status, or any other characteristic protected by applicable federal, state, or local law. If you are qualified individual with a disability or a disabled veteran, you have the right to request an accommodation if you are unable or limited in your ability to use or access our career center as a result of your disability. To request an accommodation, contact a Human Resources Representative.

FCI is an ITAR required employer and active participant of the DHS and SSA E-Verify program. Contract requirements for ITAR identify US citizen or permanent resident alien in the absence of ECCN.