Application Engineer

Role

The application engineer works directly with each of the members of the sales organization.

The individual in this position maintains and expands market knowledge and increases contacts with customers through field travel.

Key deliverables are project win-rate, profitability and successful project execution to; schedule, budget and specification ensuring excellent customer experience.

Roles

Qualify projects using a variety of criteria with sales team

Develop and Manage Proposals

Articulate the reed value proposition with customers

Determine which products & configurations to offer

Size and select appropriate products

Develop and implement standard proposal

Expert site water audit, and system recommendations

Support the development of product and application training materials and tools

Participate in internal and external training programs

Qualifications

Bachelor of Science degree in mechanical engineering (Certified Plumbing Designer preferred, ex-plumber with sales and/or marketing experience acceptable)

Solid understanding of fluid dynamics & controls

Strong oral and written communication skills.

Ability to think clearly and logically, analyze quantitatively, problem solve and define technical requirements.

Is highly analytical and understands how to visualize and present complex data

Project Management skills and experience

Ability to establish objectives, handle multiple tasks, prioritize work, and drive results

Ability to work both independently and as part of a team with high standards

Ability to learn new programs (business software)

Experience in the plumbing market