



Position Description

Position Title: Senior Applications Engineer

Exempt/Non-Exempt: Exempt

Functional Area: Sales/Engineering

Job Code: 7115L02-06

Major Function:

Define industry focused technical solutions to Customers through Sales and Marketing while serving as the liaison with Engineering.

Major Responsibilities:

- Understand and fluently communicate Spang product technology
- Determine customer expectations for technology, price, delivery and performance
- Use industry process knowledge and product application expertise to recommend solutions to Customers which meet their power conversion and control requirements
- Generate the specifications for major system and product quotations
- Complete quotations for major system and product requests as required
- Help to identify new product or market opportunities for the application of Spang technology and application expertise
- Provide technical support to Customers, Sales and Marketing
- Write technical papers in support of the sales and marketing plan
- Use and develop application/pricing tools to improve productivity and support corporate profitability goals
- Generate order entry package per ISO for custom systems
- Support the formulation of product and industry marketing and sales strategies

General Responsibilities:

- Compliance with all Safety requirements
- Compliance with all ISO Quality requirements
- Communicate with other departments in support of company goals
- Other duties as assigned

Education/Training:

Degree: Bachelor's Degree, MBA preferred

Major: Electrical Engineering Computer Science/Computer Engineering or Electronics Technology required.

Experience:

8+ years' experience in the design and or quotation of SCR based Power Systems.

Skills:

- Use of Both Hands
- Ability to Hear
- Ability to See
- Ability to See Color
- Ability to operate: computer controls; microprocessors; testing equipment; hand tools
- Computational Aptitude
- Analytical Ability
- Problem Solving Ability
- Ability to Talk
- Written Communication Skills
- Ability to Move Throughout the Plant or Customer Sites

Position Reports to: Vice President of Business Development

Approved by Title: Director of Human Resources

Kim McKean

Last Update Date: 09/15/2020

A review of this description has excluded the marginal functions of the position that are incidental to the performance of fundamental job duties. All duties and requirements are essential job functions. All requirements are subject to possible modification to reasonably accommodate individuals with disabilities. Some requirements may exclude individuals who pose a direct threat or significant risk to the health and safety of themselves or other employees. This job description in no way states or implies that these are the only duties to be performed by the employee occupying this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by their supervisor. Requirements are representative of minimum levels of knowledge, skills and/or abilities. To perform this job successfully, the incumbent will possess the abilities or aptitudes to perform each duty proficiently. This document does not create an employment contract, implied or otherwise, other than an "at will" employment relationship.