

Position: Application Engineer –Industrial (IND)

Location: Independence, KY

Position Type: Full Time

Compensation: Salaried, Exempt; Commission

Reports To: Sales Manager

Purpose: Support IND Sales in the USA

Primary Responsibilities:

- Work with FWUS IND Industry Managers in Flottweg's four Industrial market verticals: Beverage (BV), Chemical/Pharmaceutical/Food (CPF), Edible Fats and Oils (EFO), and Industrial/Minerals/Oil (IMO) to provide inside sales and process support, including design engineering, preparation of equipment and system costs.
- When required, review technical and commercial specifications for IND centrifuge projects and generate questions needed to clarify project scope, and identify areas of non-compliance to provide to Industry Managers. Prepare accurate costs and clarifications and exceptions list for Industry Managers to include with proposal.
- Work with counterparts at Flottweg in Germany to select appropriate centrifuge to comply with bid.
- Work with procurement team to solicit vendors of ancillary equipment (pumps, polymer feed systems, conveyors, etc.) and estimate costs for system subcomponents (control enclosures, skids, etc.).
- Update CRM to communicate and document important project information.
- Provide required documentation for the order entry process.
- Provide technical support to customers, sales representatives, and OEM's.
- Support the development and maintenance of sales tools. Including, but not limited to competitive intelligence, sales presentations, specifications, and proposal templates.
- Be proficient in the capabilities, features & benefits of the Flottweg product line and develop the capacity to select equipment for various applications.
- Be proficient in the capabilities, features & benefits of products manufactured by key competitors.
- Support Engineering and Process on laboratory testing activities.
- Attend Trade Shows as required.

Additional Responsibilities:

- Provide support to Marketing to aid in the creation of advertising and trade show materials.
- Coordinate with Aftermarket on the diagnosis and troubleshooting of equipment problems in the field.
- Support Municipal (MP) as requested.
- Support and communicate with Flottweg SE (FWSE, Corporate HQ in Vilsbiburg, Bavaria, Germany), Engineering and Aftermarket.
- Travel with Industry Managers as requested to support market development and for project meetings.
- Travel to FWSE periodically for training.

Qualifications:

- BS in Engineering, or previous technical experience in a similar field
- Energetic and ambitious
- Detail oriented and responsive
- Excellent written and oral communication skills.
- Ability to handle projects that are time critical and ever-changing is essential.
- Self-starter, disciplined, team player, professional appearance and proactive.
- Proficient in Microsoft Office.
- English fluency required. French, Spanish, German, or Portuguese language skills are a plus.
- CAD experience a plus

Eligibility:

- Must be legally authorized to work in the United States.
- Must be able to travel in North America and internationally as required (<25%)

If you are interested and qualify for this position, please send resume to David Cifuentes (dcifuentes@flottweg.net).