

Job Description & Employment Requirements

Application Engineer, Integrated Systems

1 Title

Application Engineer, Integrated Systems

2 Position Description

The Application Engineer works with Members of the Sales and Design & Build Teams for the following:

- Pre-Sales Calls and Strategy
- Site Visits to existing facilities to review current operations and evaluate existing assets for re-use
- Material Handling Systems (MHS) concept development and review with client for approval
- Pricing of MHS through use of existing cost database, working with existing partners or new potential suppliers to develop client turnkey pricing including, but not limited to:
 - Mechanical equipment
 - Electrical equipment
 - Outside purchases for equipment or services
 - Controls and Software equipment & engineering
 - Mechanical, Electrical and Project Engineering
 - Project Management
 - Travel & Living Expenses
 - Site Management & Mechanical Installation including demolition and modification of existing equipment when required
 - Field Wiring & Air Piping Installation including demolition and modification of existing equipment when required
 - Freight
 - Taxes, Duties and Tariffs
 - Other Expenses as defined by the project or client requirements
- Development of Proposal using defined templates and standards that best reflects our offering to the client to meet their needs
- Developing a high-level Implementation schedule using Microsoft Projects or other approved scheduling tool
- Supporting the Sales Team in presenting our offering and proposal to the client
- Modifying the pricing and proposal based on changes directed by the Sales Team or the client
- Updating the Sales Team or the client if proposal pricing is about to or has expired or been otherwise modified
- Review and understand commercial terms & conditions to support our Sales Teams and Management
- Support the transition of awarded projects to the Delivery Teams and remain supportive until the project has been accepted by the client
- Lead and participate in multiple project concurrently
- Participate in Trade Shows, training sessions and other courses of industry educational opportunities to remain current on new and pending technologies

3 **Skills and Attributes**

- Demonstrates strong leadership
- Can lead a team and can also be a good team member
- Self-starter and able to work without direction
- Strong communication skills (verbal, written and digital)
- Takes ownership of assigned tasks and is driven and drives others to find the best solutions to solve problems and provide solutions
- Proficient in the current version of “AutoCAD” and able to learn to work with supplier drawing packages
- Has strong knowledge of MHS and their applications including but not limited to:
 - Carton Conveyor and Sortation
 - Unit Conveyor and Sortation
 - Pallet Handling
 - Static storage systems (Pallet Rack, Flow Racks, Shelving, Pick Modules, etc.)
 - Dynamic storage systems (AS/RS, High Rate Shuttles, VLM, Carousels, etc.)
 - Good-to-Person systems
 - Robotics including Automated Mobile Robots
 - Ancillary equipment applied in Distribution Center operations

4 **Requirements and Qualifications**

- Bachelor’s Degree (4-yr) in Engineering discipline for an accredited college or university with 5-7 years of relevant experience or Associate’s Degree (2-yr) in Engineering discipline for an accredited college or university with 10-12 years of relevant experience
- Overnight domestic or international travel as required to support project or company needs
- Proficient in the use of Microsoft Office products, particularly Word, PowerPoint and Excel
- Proficiency in digital communications including email, instant messaging, video conferencing, webcasts and web conferences social media
- Ability to walk through and tolerate Distribution Center environments including spending time taking process and physical measurements
- Punctual, reliable and dependable
- Works well with teams and respects other team members
- Good meeting leadership skills