



# Application Engineer (AE)

<b>Department:</b> Engineering	<b>Reports To:</b> Engineering Manager
<b>Location:</b> Lakeland	<b>Revised:</b> November 2020

## JOB SUMMARY:

Working for the Engineering Department, this position provides high-end sales and technical support of the Outside Sales team for complex, value-added systems in both the Municipal and Industrial markets. This support includes working with the Inside Sales department personnel (e.g. drafting, inside parts sales, sales secretary, etc.) as well.

## ESSENTIAL FUNCTIONS:

### Sales Support

- Pump and package selection (including Hydroflo), estimating, costing, and proposal generation.
- Direct quotations to customer of small packages and budget estimates on spec-and-bid projects.
- Technical research, application, and costing on non-standard equipment or items.
- PowerPoint creation and presentation to customers and engineers, including lift station training class.
- Travel with Sales as needed to provide engineering input with possible overseas travel (requires passport).
- Develop internal and external sales training.
- Maintenance of engineering data, forms, and procedures.
- Back up Inside Sales Parts Person and Inside Sales Coordinator by playing center field.
- Alternate with other team members for lunch hour support of customers.

### Technical Support

- Perform field and sales service on Bad Actor, Vibration Condition Monitoring, Portable Monitoring Instrumentation, and Laser Alignment. This includes external and internal training and possibly becoming Level 1 vibration certified.
- Technical report writing for various departments.
- Control systems support for instrumentation, Sci-Text®, PLC's, HMI's, and SCADA applications.
- Factory and field acceptance testing, commissioning, and end user training for packaged pumping systems.

### Project Management

- Pump package coordination and engineering including electrical and control system specification.
- Job/Project management as specifically assigned by management including estimating, design (mechanical and electrical), costing, and internal drawing approval.
- Engineering and Sales Department liaison in Shop, Customer Service, and Unitron Controls®.
- Maintain and develop packaged system standards and department standards.
- Overall responsibility for the engineering of BPI standard packages and BPI manufactured items, including product and fabrication improvements.

### Additional Duties (typically assigned to one AE at a time)

- Maintain Customer Service, Quality Assurance and/or Safety Manuals.
- AutoCAD (2D) and 3D modeling.
- Pumping systems / pump test stand oversight.
- In-house training programs.
- ERP system training and support.



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## EDUCATION:

- Bachelor's degree in Engineering required.

## WORK EXPERIENCE:

- One to three years of relevant work experience.

## LICENSES AND CERTIFICATIONS:

- Valid driver's license.
- Certified Solidworks Associate (CSWA) is a plus
- PLC training certifications / credit is a plus

## SKILLS AND ABILITIES:

- Must be highly motivated and a self-starter.
- Able to carry out a series of work instructions without constant supervision.
- Ability to communicate effectively.
- Excellent verbal and written communication skills.
- Ability to organize and prioritize.
- Be able to communicate with multiple departments which include production, purchasing, accounting, and warehouse.
- Proficient in Microsoft Office.
- Knowledge of automation systems including instrumentation, PLC's, HMI's, and SCADA applications is a plus.
- Knowledge of 3D software (Solid Edge, Solid Works, Revit) is a plus.
- Knowledge of Six Sigma and/or Green Belt certification is a plus.

## INFORMATION ON BARNEY'S PUMPS:

- Visit our website - [www.barneypumps.com](http://www.barneypumps.com)
- See Barney's Pumps "About Us" and "Who We Are" videos - [www.barneypumps.com/about](http://www.barneypumps.com/about)
- Barney's Pumps packaged systems - [www.barneypumps.com/pumppackagingcapabilities](http://www.barneypumps.com/pumppackagingcapabilities)
- Unitron Controls® - [www.barneypumps.com/unitroncontrols](http://www.barneypumps.com/unitroncontrols)

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Employee Signature

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Date