



Application Engineer (AE)

Department: Engineering	Reports To: Engineering Manager
Location: Lakeland	Revised: April 2021

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
- Lean Six Sigma (LSS) Certification 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
- See Barney's Pumps "About Us" and "Who We Are" videos - www.barneypumps.com/about
- Barney's Pumps packaged systems - www.barneypumps.com/pumppackagingcapabilities
- Unitron Controls® - www.barneypumps.com/unitroncontrols