

## JOB DESCRIPTION

### JOB DATA

Job Title:	Application Engineer	Manager Title:	Director of Engineering
Company Name:	Pangborn	Location:	Fairburn, GA
Department:	Engineering	B/C:	

### POSITION SUMMARY:

The Application Engineer supports the outside sales team with new equipment proposals and technical consultation regarding large custom industrial equipment projects. Application Engineering activities include equipment selection and layout, developing cost estimates, preparing equipment proposals, and presenting project expectations to stakeholders at project kick-off. The Application Engineer is an internal and external client facing role and must have strong presentation and communication skills, as this role routinely presents information to key influencers and decision makers.

This role involves a mix of technical innovation and commercial strategy, a working knowledge of standard industry practices and awareness of competitive products

### PRIMARY DUTIES AND RESPONSIBILITIES:

	Percent (%) of Time
1. Develop new equipment proposals and layout drawings	50
2. Develop project cost estimates	20
3. Support outside sales team with technical consultation and strategy	15
4. Travel with outside team to sales calls, attend trade shows, sales meetings, etc.	15
	100%

### JOB QUALIFICATIONS:

#### Required:

- **Education:** Bachelor's Degree in Mechanical Engineering or related field from an ABET accredited school
- **Work-Related Experience:** Experience in CAPEX equipment sales is preferred but not required.

#### Preferred:

- **Certification and licenses:**
  1. N/A
- **Skills, knowledge, abilities (e.g. software proficiency, interpersonal and communication skills, language):**
  1. Demonstrated team leadership, ability to prioritize urgent issues/demands, strong attention to detail
  2. Ability to apply engineering and business principles and practices in day to day decision making
  3. Engineering CAD skills a must / AutoCAD 2D and Inventor 3D preferred, MS Office
  4. Develop and Maintain relationships with both customers and outside vendors
  5. Strategic Thinker - Develops strategies to achieve goals and understands team's strengths & weaknesses
  6. Business Travel: 15%-20% of time

<b>Supervisor:</b>	ABC	<b>Approved by:</b>		<b>HR:</b>	
<b>Date:</b>		<b>Date:</b>		<b>Date:</b>	
<b>FOR HR USE ONLY: Please do not write on this section</b>		<b>Job Code:</b>	ENGME1	<b>FLSA:</b>	Exempt