



## New Hire Request Form

Please send resume and detailed cover letter to [wbryant@calnetix.com](mailto:wbryant@calnetix.com) to apply.

<b>Position Title:</b>	Applications / Sales Engineer		
<b>Reports To:</b>	VP of Business Development		
<b>Department:</b>	Business Development		
<b>FLSA Status:</b>	<input checked="" type="checkbox"/> <b>Exempt</b> <input type="checkbox"/> <b>Non Exempt</b>		
<b>Date Opened:</b>	Aug. 1, 2010	<b>Target Hiring Date:</b>	ASAP

### About Company:

The Company is technology based with sales and applications in a variety of different industries, such as: Semiconductor, Medical, Automotive, Marine, and Turbomachinery. Quickly growing, the company's customer base is divided between US and overseas. Likewise, income is split between mass production and development contracts. The company's subsidiaries specialize in systems that are directly marketed to end users. Strong compensation and benefits packages are offered. Company has close to 100% retention rate.

### About Position:

We are seeking someone with a technical background who has the desire to learn all aspects of the company's functions: engineering, project management, manufacturing, sales, and business development. After proper training, this position will be responsible for obtaining new development contracts where the company's technologies create significant value in the customer's application or product. The job will require travel, meeting with customers, and understanding their businesses, applications, and products. With particular work ethic, there are huge opportunities for growth within the company.

### General Purpose of Job:

The Applications / Sales Engineer initially will be trained to understand Company technology. The Applications / Sales Engineer will work directly with end customers on applications and eventually generate sales and development projects. The company is seeking a self starter who can quickly adapt and apply technical know-how to customer end product

### Responsibilities:

- Work directly with Business Development, Marketing, Engineering and Project Management team
- Serve as main point of contact for customers.
- Communicate company value proposition related to customer system requirements.
- Must gain the trust and comfort of the customer.

Understand customers systems and application



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- Interface with the company's internal engineering and operations teams to provide clear understanding of customer's needs and technical requirements.
- Establish customer contact and maintain an accurate customer base. Build relationships that provide new business and increase existing business.
- Complete appropriate reports and customer quotations and proposals.
- Act and resolve customer issues promptly and professionally.
- Identify and target markets to sell our products and services.
- Creation of customer driven functional spec.

### **Skills, Experience, Education, and Abilities:**

- 2-5 years engineering experience in either industrial, oil & gas, aerospace, marine, semiconductor, gas turbines, compressors, etc...
- Bachelor's degree in mechanical or electrical engineering.  
Experience in turbo machinery, rotational machinery, and/or power generation is preferred but not necessary
- Assist with Customer proposal development.
- Comfortable in front of audience
- Must demonstrate technical expertise and genuine knowledge to ensure customer confidence and trust.
- Ability to work independently, strong self-motivation skills.
- Must be flexible, maintain a positive "can-do" attitude.
- Must be able to react to customer situations with a sense of urgency and in a professional manner.
- Excellent interpersonal and communication skills.
- Detail oriented.
- Strong computer skills: Microsoft Office, Windows and general engineering tools.
- Job involves travel Worldwide.

***The above job description is not intended to be an all-inclusive list of duties and standards of the position. Incumbents will follow any other instructions, and perform any other related duties, as assigned by their supervisor. Management reserves the right to change, rescind, add or delete the duties and responsibilities of positions within this job classification at any time***