



Sani-Matic Job Description

Title: Application Sales Engineer

Reports to: Application Sales Manager

Dept: Sales

Status: Exempt

Position Summary:

The Application Sales Engineer analyzes the customers' specifications, while working closely with the sales and engineering teams to prepare proposals, quotations, and to determine appropriate pricing to meet the capital equipment requirements. This position is also responsible for developing and documenting testing protocols for various cleaning applications.

Essential Functions:

- Plan and modify product configurations to meet customer needs.
- Evaluate cleaning applications, including cleaning studies with corresponding process requirements documentation.
- Confer with customers and engineers to assess equipment needs and to determine system requirements;
- Collaborate with sales, engineering and manufacturing teams to understand customer requirements and to provide support.
- Develop proposals and estimates for specific customer requirements, including request for proposal responses and industry-specific solutions.
- Evaluate products requiring extensive technical expertise and support for installation and use, such as material handling equipment, numerical-control machinery, and computer systems.
- Provide technical and non-technical support and services to clients or other staff members regarding the use, operation and maintenance of equipment.
- Monitor material and labor costs and update estimates and proposals accordingly.
- Review shipped projects with engineering and manufacturing to review costs – evaluate to determine cost savings and implement into estimates and proposals.
- Develop preliminary layout drawings and P&ID's for sales proposals.
- Complete all other duties as assigned by manager.

Knowledge / Skills / Expertise

- Secondary degree in engineering or equivalent degree is required; additional schooling/higher degree is a plus.
- At least 2 years of extensive experience with sanitary applications in the food/beverage industry and/or bio-pharm industry including the following:
 - Familiarity with sanitary components and fluid engineering fundamentals.
 - Familiarity with process controls and PLC operation.
 - Familiarity with P&ID and CAD drawings.
 - Experience with written proposal development.
 - Experience with capital expenditure justification, including Total Operating Cost and ROI.
 - Knowledge of product costs and experience with working towards profitability goals.
- Proficient with Word, Excel, Power Point, Outlook, CRM, SolidWorks, cell/PDA, laptop, etc.

- Above average typing, spelling, grammar, and excel skills.
- Ability to adapt to new technology.
- Highly efficient, hardworking, honest, self-starter
 - Upbeat individual with sense of urgency, responsiveness and persistence.
 - Enjoys solving technical problems and maintains a “customer-centric” service attitude.
 - An excellent listener able to pose pertinent questions and provide creative solutions.
 - Able to diagnose a customers’ “need” vs. “want”.
 - Able to effectively prioritize multiple tasks and activities to optimize sales productivity.
 - Quick learner able to understand customer’s production process.
 - Highly organized and able to manage multiple tasks under pressure.
 - Able to prioritize without supervision.

Environmental Conditions:

- Occasional travel to customer plant locations is required – up to 20%.
- Humidity level in the manufacturing areas may be elevated during summer months.
- Exposure to certain contaminants in the manufacturing area, at times.
- Exposure to loud noise levels in the manufacturing areas, at times.

Physical Demands:

- This position requires occasional use of your arms and legs and moving your whole body, such as climbing, lifting, balancing, walking, stooping and handling materials, as required to conduct testing.
- Climbing on ladders may be required at times in association with testing.
- The use of safety equipment such as safety glasses, steel toed shoes, gloves, helmets and hearing protection is utilized daily in the plant.
- While performing the duties of the job, the employee must be able to use a keyboard, calculator and telephone.
- Required to stand or walk, sit, talk, hear, and use hands to finger, grasp, handle, or feel.
- Must be able to lift and maneuver 50 lbs without physical restrictions.
- This is a salaried position.

Note: This job description is reviewed periodically and may be subject to change.

What Sani-Matic Offers and Expectations of Employees:

A culture that embraces five Core Values:

- Do what is right.
- Put customers first.
- Commit to continuous improvement.
- Focus on safety.
- Deliver consistent quality.

Rev: 1/30/18

