

THE YOUNG INDUSTRIES, INC.

JOB DESCRIPTION

November 12, 2020

SALES APPLICATION ENGINEER

1. Overview

The Young Industries, Inc. is looking for a highly motivated, and driven individual who can learn the application of the various products manufactured and be capable of preparing priced quotation to our customers world-wide.

This person must be able to work with customers to develop what equipment is needed for an application. They will prepare equipment pricing using company pricing criteria and prepare detailed equipment proposals for the customer. This will require the individual to handle multiple projects, and advance projects from the quotation stage to a purchased order.

2. Responsibilities

- Communicate with customers to help develop what equipment is needed for their needs
- Once the customer requirement is established, the engineer will prepare the pricing needed for the equipment proposal.
- A detailed proposal is prepared for the customer.
- Communicate with customers as needed to advance the quotation to an order.
- Work with the engineering staff to include drawings, sketches, specifications etc. with proposals as needed
- Testing of various product lines is needed as required by customer applications. The application engineer will assist in the testing

3. Requirements

- Previous sales or engineering experience.
- Able to sit at a computer for prolonged periods of time.
- Knowledge of Microsoft programs, word, excel etc.
- Able to follow written and verbal instructions.
- Professional appearance and behavior, including punctuality.
- Excellent communications skills
- Preferred to have a minimum of Associates degree in an engineering or business-related field

4. Supervisory Responsibility

This position has no direct supervisory responsibilities.

5. Work Environment

This job operates in a professional office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, and filing cabinets.

6. Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is regularly required to talk or hear. The employee is frequently required to stand; walk; use hands to finger, handle or feel; and reach with hands and arms. The employee is occasionally required to sit; climb or balance; and stoop, kneel, crouch or crawl. The employee must frequently lift and move up to 25 pounds and occasionally lift and move up to 50 pounds.

7. Position Type and Expected Hours of Work

This is a full-time position. Some flexibility in hours is allowed, but the employee must be available during the “core” work hours of 8:00 a.m. to 5:00 p.m. Expected to work eight (8) hours a day and forty (40) hours a week to maintain full-time status. Occasional evening and weekend work may be required as job duties demand.

8. Travel

Occasional travel may be required to various sites throughout North America, may require driving as well as flying to the site.