

Applications Engineer

An innovative, expanding, international company rooted in the **Annapolis/Kent Island** area of **Maryland** is looking for a talented, experienced, customer facing professional to fill their Applications Engineering role. This individual will become the resident expert on company products and offerings to help develop and recommend solutions. As a customer centric, family-oriented organization, we focus on career minded individuals searching for their once in a lifetime opportunity to join our winning team! This position will report directly to the **Technical Operations Manager** or **Engineering Manager** depending on experience.

Responsibilities:

- Works closely with New Sales team and Engineering to support internal and customer needs
- Reviews market research to recommend necessary product development
- Assures product information is accurate in company systems
- Provides technical expertise to Sales team to assist with review of specifications, generating final sales specifications, bid proposals and quote details
- Participates in customer meetings and visits where needed in support of the Sales Team
- Proposes custom solutions that align with customer goals
- Creates and conducts product demonstrations, presentations, and hands-on trials in support of the Sales Team
- Ensures all required specifications and applicable industry standards have been met, while following all quality processes
- Collaborates with Procurement in supplier sourcing, and provides recommendations on product lines, vendors, and components to execute new designs and changes
- Prioritizes tasks throughout multiple job responsibilities
- Supports internal company operations and initiatives
- Other job duties as assigned

Education and Experience:

- BS in Mechanical Engineering or related field required
- 3 years minimum related experience in compressed air and gas or similar industry
- Clear understanding of CTO (Configured to Order) and ETO (Engineered to Order) strategies
- Must have experience working in a team environment
- Demonstrates skills working directly with internal and external customers
- Ability to multi-task and prioritize, within high-paced environment
- Advanced skills in Microsoft Office Suite; Word, Excel, PowerPoint
- Clear understanding of project flows and manufacturing processes
- Capable of critical thinking and working autonomously between teams
- Technical documentation creation and review required
- Experience working under ISO9001 preferred
- CRM and inventory management software experience preferred

Benefits and Compensation:

- Salary commensurate with experience
- Full medical & dental benefits, paid vacations & holidays, 401k, plus performance bonus
- Growth opportunities are available