

Applications Engineer (Technical Sales Engineer)

Use engineering skills, product, and application knowledge to solve problems for customers with fluid spray processes problems in a diverse range of critical industrial processes. Work as a technical expert with the Design, Manufacturing, and Customer Service teams to seek new engineering knowledge to promote product development and sales growth at a dynamic and growing company.

Duties and Responsibilities:

Applications Engineering:

- Provide product recommendations to customers, sales representatives, distributors, and customer service representatives based on technical inquiries
- Coordinate applications involving fabricated and special products
- Provide Customer Service with technical information for the preparation of bid packages
- Provide product performance data and test products as required
- Follow up with customer to validate successful product applications
- Maintain product and application databases and record customer interactions
- Visit customers and potential customers as required
- Respond with technical assessment of returned product as required

Product Development

- Identify the potential for new product development based on customer need
- Manage new product development projects
- Develop tools (analytical, software, etc.) to facilitate the applications process

Training:

- Assist in the creation and presentation of training modules
- Assist other departments by communicating information regarding how product applications affect the product(s) being sold or quoted.

Qualifications

Interpersonal/Communication Skills

- Ability to interact with people and communicate clearly and effectively
- Ability to manage multiple priorities
- Ability to work as a team member
- Ability to make presentations to small and large groups

- Ability to explain complex topics in an easily understandable way

Technical Skills:

- Ability to define, analyze, and solve technical problems using engineering skills
- Ability to understand and communicate customer requirements
- Ability to quickly learn, retain, and use product knowledge
- Ability to quickly learn and use a variety of software packages
- Experience with project management
- Ability to train and evaluate others
- Ability to travel
- Fluids background a plus
- Experience with a pressure fabrication code (B31.3, B31.1, BPVC Sec VIII, etc.) a plus

Experience:

- Four-year degree in engineering or science discipline or equivalent professional experience

Benefits to working with BETE:

A competitive benefits package that includes: 401(k) Retirement Savings Program (includes 25% company match), Health, Dental, and Vision Insurance (after 30days), Flexible Spending Account and Dependent Care Spending Accounts, MA Paid Family Medical Leave, Employer Paid Life and AD&D Insurance(s), Voluntary Family Life Insurance, Accidental & Critical Care Insurance, Employee Assistance Program, Company Paid Life Insurance, Vacation Time, Sick Time, Float Time, Employee Referral Program, Tuition Reimbursement, Bi-Annual Discretionary Bonuses (June & December), 8 ½ paid holidays, on-site fitness facility.

If you meet the requirements outlined throughout the position description and are interested in working for a well-established, successful, and progressive family-owned organization, please contact us directly to fill out our employment application or visit our website at www.bete.com and download the application on the “careers” page or email hsevene@bete.com A pre-employment drug screen and background check are a requirement. We are an Equal Opportunity Employer. M/F/D/V