



Position Description

Job Title:	Applications Engineer - Aftermarket	Date Issued:	November 2018
Department:	Sales	Status:	Full-time Exempt
Reporting Relationship:	Aftermarket & Field Services Manager		
Reviewed by:	Mike Sellinger, President	Signature:	

I. POSITION OVERVIEW

Under the direction of the company Aftermarket & Field Services Manager, the Application Engineer will be responsible for understanding and clarifying RFQs, developing technical design solutions and corresponding proposals, following up, closing sales orders, upselling and cross selling for Bachmann.

II. PRIMARY DUTIES AND RESPONSIBILITIES

- Represent and Demonstrate Bachmann's core values at all times:
 - 'Can Do' attitude
 - Open & Honest
 - Pride
 - Passion for our Business
 - Family
- Win Aftermarket Parts & Service Business
 - Proposal: Develop proposals and present to customer
 - Follow Up: Follow up to be sure customer has understood proposal
 - Close: Ask for the purchase order and close the deal
 - Deliver: Deliver product or services – Satisfy on promise
 - Upsell: Follow up with customer as opportunity presents to upsell
 - Cross Sell: Follow up with customer – Expand account to include other projects, equipment or services
- Participate in Development of Aftermarket Order Intake plans for the Company including sales budgets and forecasts that support the Company's growth targets
- Participate in Company Marketing programs to assure market image is commensurate with overall business objectives and in accordance with Company initiatives, policies and procedures
- Typical position activities include:
 - Occasional customer visits to build relationships and define and understand customer needs while clarifying RFQs prior to proposal submittal.
 - While this role will be office based for the majority of time some travel will be required. Travel expectations nominally in the 10-20% range could be expected although this will vary depending on opportunities and demand.
 - Creative engagement applying core products and technology to develop value added proposals
 - Active interaction with clients to demonstrate features and benefits of proposed solution.

- Active interaction with the company's execution team during proposal development and project execution

III. REQUIRED QUALIFICATIONS

Personal - Hungry, Humble and Smart

Education – Bachelor's degree from an accredited university in Engineering or related field a plus.

Job Experience - Proven experience as results orientated, highly motivated, passionately driven leader in a technical sales environment

Related - International experience with vendors, customers and social norms a definite plus

Skills

- Strong communication skills
- Experience in evolving technical and commercial specifications into a solution meeting customer and company expectations in a schedule driven environment
- Computer Proficient in the Microsoft Office Suite of products, AutoCAD, Inventor
- Self-motivated, accountable and accurate
- Experience and ability to negotiate contracts ranging in value from \$1 – 10MM.
- Experience with cost estimating, planning and scheduling
- Ability to read and understand drawings
- Good mechanical aptitude, writing skills and the ability to function in a fast paced environment
- International experience is a plus.
- Good understanding of Total Quality Management and ISO Systems
- Availability to travel domestic, or international, as needed

IV. PHYSICAL DEMANDS / WORK ENVIRONMENT

- While performing this job, the employee occasionally works near moving mechanical parts, in high, precarious places; and in outside weather conditions; often performs work related travel; and is occasionally exposed to wet and/or humid conditions, fumes or airborne particles, toxic or caustic chemicals, extreme cold, extreme heat, risk of electrical shock, and vibration. The noise level in the work environment can be moderate to high.
- This position may be exposed to prolonged periods of sitting, standing, walking, bending and stretching.
- The employee must occasionally lift and/or move up to 70 pounds while carrying miscellaneous testing equipment or materials.
- Potential and opportunity for work related travel anywhere in the world can exist.

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of employees assigned to this job.

I have read and understand the above position description; I understand that my Performance Evaluation will be based, in part, on this criteria.

Employee

Date

Supervisor

Date