

Role Profile

Role:	Applications Engineer	Reporting to:	Sales Manager
Location:	Bedford	Department:	Sales
Overall Purpose:			
<p>Selection, preparation and delivery of pumping equipment estimates and quotations at the budgeted margin and within agreed timescales for both Original Equipment and Aftermarket as well as providing technical support to other parts of the business when required.</p>			
Key Responsibilities:			
<ul style="list-style-type: none"> • Selection of pumping equipment according to customer specifications and requirements using in-house tools and technical data. • Calculate pipe friction losses and produce system curves using in-house tools. • Prepare estimates and quotations for customers in a clear, detailed and accurate manner using in-house tools. • Deliver high standard quotations, solutions and technical information for customers throughout enquiry to quotation process. • Ensure all estimates and quotations are provided to Customers on time and within business KPI's. • Ensure all data recording systems and costings are up to date and current. • Build strong working relationships with customers and potential customers. • Fully involved with bespoke projects within the team providing technical input and support. • Attend site or customer premises as and when required. • Provide technical support to other colleagues in the business as and when required. • Provide assistance and support to the Sales Manager as and when required. 			
Person Specification – Qualifications and/or Experience required:			
<ul style="list-style-type: none"> • HNC/D or Degree in Mechanical Engineering or equivalent. • Recognised time served apprenticeship or training program within a mechanical/electrical 			

engineering discipline.

- Experience/knowledge of centrifugal pumps: applications; performance curves; system curves; NPSH etc.
- Experience of water industry and frameworks.
- Experience of preparing and delivery estimates and quotations in a manufacturing or engineering business.
- Experience/knowledge of a variety of mechanical and electrical manufacturing processes.
- Experience of working within an ISO quality system.
- Experience of understanding and interpreting engineering drawings, specifications and schematics.
- Experience of working with commercial terms and conditions.

Person Specification – Skills & Knowledge required:

- Positive, enthusiastic, proactive and self-motivated.
- Customer service focussed.
- Excellent analytical skills including ability to communicate clearly and effectively at all levels.
- Excellent IT skills including ERP systems and MS Office.
- Strong team player.
- Strong commercial awareness.
- Excellent attention to detail and quality focus – right first time.
- Excellent project management skills to ensure deadlines are met.