



## Applications Engineer

SuperFlow is looking for an experienced Applications Engineer to work within our engineering department and custom solutions sales team. The position will work on all the dynamometers in the SuperFlow product line as well as play a key role in the concept, sale, design, production and commissioning of our custom engineered testing solutions.

## Summary

Application Engineers are the primary technical resource for the field sales force, and are responsible for actively driving and managing the technology evaluation stage of the sales process. Working in conjunction with the sales team or independently as the key technical advisor and product advocate, the Application Engineer must be able to identify and provide reliable solutions for all technical issues to through all stages of the sales process. The Application Engineer must be able to establish and maintain strong relationships throughout the sales cycle.

## Responsibilities

- Maintain expert level of product knowledge and application.
- Articulate technology and product positioning to both business and technical users.
- Respond to customer inquiries, develop and present proposals and RFP's.
- Perform technical & product training for internal sales people and engineers at customer accounts.
- Maintain accurate records of customer activity, accounts, opportunities, quotes, projects, contacts and correspondence,
- Travel to project sites to preform pre-bid work, commissioning and training services.
- Resolve customer issues or difficulties in a timely manner.
- Maintain professional business relationships with customers and prospects.
- Identify customer's needs and sales opportunities to help future growth

## Qualifications

- BA/BS in Engineering.
- Technical Field, or equivalent successful experience in the dynamometer or machine controls industry role.
- Experience 3–5 Years in Engineering
- Proficient in Microsoft Office, AutoCad or Solidworks
- Read architectural, mechanical and electrical blueprints and have a solid understanding of basic electrical and mechanical control systems.
- Application Programming Experience
- Available for Travel 25% - 40%

For consideration, email resume and cover letter to [hr@superflow.com](mailto:hr@superflow.com)



1.888.442.5546



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