

Hebeler Process Solutions is committed to continually meeting and exceeding the global needs and expectations of our customers with the highest quality products and services. We do so with a unique combination of skills, experience and core competencies, with customer satisfaction as the ultimate goal.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status.

Summary:

Sales Application Engineer supports all aspects of sales growth for the Buflovak Thermal Drying & Solidification Equipment Group and HPS in the marketplace

The position supports the development of new sales opportunities, generates quotations and performs various customer support functions starting from first concept to the purchase and through the installation at the customer's location.

Essential Functions:

- Maintain professional business relationships with representatives, potential and current customers to support sales objectives
- Travel as needed to support sales objectives
- Maintain product knowledge to support customer applications
- Support the Sales Representative force with training and technical needs as needed
- Work with customers to understand their needs and effectively engineer solutions as well as communicate the customer's needs to the organization
- Work independently and with other sales team members to respond to RFQ's with engineered solutions and commercial proposals (including: product selection and design, cost estimating, pricing and technical support)
- Assist with troubleshooting during the manufacturing process and when product is in the field, up to and including visits to customer's sites for support.
- Assist when needed with scheduled project commissioning and startups including SAT (site acceptance test) at customer's location.
- Work with the laboratory to validate process and design as well as possible product improvement ideas
- Support the team with product improvement initiatives, providing customer insight and technical product knowledge
- Customer site visits as needed to support above responsibilities
- Work in a manner that is consistent with our company values and mission.

Additional Responsibilities:

- Performs other duties as assigned by leadership

Supervisory Responsibilities:

- None

Education and Experience:

- B.S. Engineering or equivalent work experience required
- Working knowledge/experience in the following preferred: liquid to solids drying, vacuum systems, heat transfer, powder processing equipment and pumps.
- Process equipment sales experience in the following preferred: chemical industry, food & beverage industry, pharmaceutical industry,
- Engineering/design experience in: rotating equipment, sanitary design, powder handling equipment, plant layout, PLC controls logic/operation preferred
- A strong understanding, or the ability to quickly gain a strong understanding, of Hebel Process Solutions' products required

Knowledge, Skills and Abilities:

- Technical aptitude / Strong technical understanding of rotating process equipment and heat transfer
- Multi-tasking and Organizational skills
- Communication and interpersonal skills
- Problem solving and continuous improvement
- Self-starter and has a drive for results
- Strong ability to work with a team
- Computer skills - Proficient with Microsoft Office Suite
- AutoCAD

****LOCAL CANDIDATES WILL BE GIVEN PREFERENCE****

Benefits:

Medical, Dental, Vision, Life Insurance and other ancillary insurance. 401k/Roth retirement plans, Paid Time Off (PTO)

Job Type: Full-time