

## Korber Medipak Systems NA, Inc.

<b>Job Title</b>	Applications Engineer	<b>Levels</b>	N/A
<b>Department</b>	New Machinery Sales	<b>Classification</b>	Exempt
<b>Report To</b>	Global Sales Manager	<b>Benefits</b>	All
<b>Day Shift</b>	Mon-Thurs, 9 hours: 8:00am-5:00pm + flex time Fri, 4 hours: 8:00 am-11:30am + flex time	<b>Background Checks</b>	Previous Employment: Yes I-9: Yes Criminal: Yes
<b>Night Shift</b>	N/A		
<b>Status</b>	40 hours		

**General Purpose:**

This position provides technical support to the sales team to facilitate new machinery sales.

**Essential Functions:**

- Reviews technical requirement details to develop proposals that meet customer specifications (1)
- Generates technical drawings and documents, in support of machinery sales (format drawings, process flow diagrams, line layout drawings, etc.) (1,2,3)
- Compiles budgetary estimates for new machinery projects in early planning phases, to facilitate customer budgeting processes (1,2)
- Compilation of detailed proposals, in response to customer bid packages (1,3)
- Utilizes ERP software to ensure accurate sales project & timeline forecasts are given when preparing proposals (2)
- Attends sales, project review, design review, and factory acceptance testing meetings in support of new machinery projects (4)
- Collaborates with engineering to develop conceptual designs (6)
- Communicates the customer's specifications to engineering to start on the project (3)
- Assists with selection of third party equipment and component suppliers (2)
- Works with third party suppliers to spec equipment (6)
- Communicates openly, honestly, and constructively (3)
- Assists to identify future customer needs to support growth in company sales revenue (5)
- Works with other members of the sales, service and marketing team to achieve common goals (6)

**Supplementary Functions:**

- Maintains up to date working knowledge of newly developing technologies and manufacturing practices (5)
- Maintains a clean and safe work area (9)
- Shows a strong eagerness to learn and a positive attitude everyday (8)
- Attends and participates in company meetings (10)

**Education, Experience and Qualifications:**

- B.S. in engineering or related technical field or equivalent
- Two - five years' experience in relevant manufacturing environment

**Job Knowledge, Skills and Abilities:**

- Knowledge of ProE and AutoCAD (7)
- Must be able to work independently (2)
- Exhibits clear verbal and written communication skills (3)
- Ability to make effective and persuasive arguments (3)
- Displays organizational skills (1)
- Ability to multitask and work on several projects in parallel (1)
- Demonstrates computer literacy with Microsoft Word, Excel and Outlook (7)

**Working Environment:**

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- Works in an office environment
- Exposure to shop elements such as loud noises, dust, fumes, odors and machinery that has moving parts

**Physical Requirements:**

- Standing for long periods of time
- Sitting for long periods of time

**Confidentiality Duties:**

- Ensures confidential company information, such as, but not limited to, legal company info, research and development, and customer names, and job profitability, is not at any time be communicated to customers or vendors of KMSNA. All reasonable measures should be taken to ensure this type of information is not released
- Requires a high level of disciplinary action not to let information get out and into the hands of the wrong individuals by mistake or intention. KMSNA signs many confidentiality agreements with their customers, which in turn pass on to KMSNA's employees.

**Employer's Rights:**

Duties described above document the general nature and level of work but are not intended to be a complete list of all activities, duties, and responsibilities required of the employee. Consequently, employees may be asked to perform other duties as required. In addition, I understand that over time the wage range of this position may change from what's listed above to due changes in the market.

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Employee Signature

\_\_\_\_\_  
Date