



## Application Engineer

BurnsCascade is a leading manufacturer's representative of industrial measurement and control equipment. We are one of the Northeast's largest distributors of control valves and actuators, pressure, temperature, level, flow and analytical instrumentation, safety relief and pressure and vacuum protection devices, as well as temperature and energy maintenance systems. If you would like to find out more about us please visit [www.burnscascade.com](http://www.burnscascade.com). We are Experts in Measurement and Control. The combination of our quality products and our employees providing applications support, product selection assistance and after-sales service and support makes the difference. BurnsCascade is seeking an application Engineer to be based out of our facility in Buffalo, NY.

### ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Provide application and technical support to outside sales personnel and customers.
- Evaluate and respond to customer inquiries in an effort to qualify high value sales prospects.
- Effectively probe the customer to determine the application, their technical requirements; and recommend Measurement and Control solutions.
- Prepare quotations and project bid specifications; review and approve product applications.
- "C" account development mainly via telephone; lead follow-up as needed.
- Maintain adequate records to document price quotations, decisions, progress and results of activity.
- Work with sales order entry personnel to assure "clean" orders into Order Entry System.
- Understand and implement commercial issues and terms.
- Develop a thorough understanding of the features, benefits, and potential applications for Burns Cascade's entire product portfolio.
- Exercise strong administrative, organizational and communication skills.
- Conduct all business in a professional, honest, ethical, moral and lawful manner.

### EDUCATION AND/OR EXPERIENCE:

Minimum requirements are a two-year technical degree relating to process control and/or instrumentation or equivalent experience. Ideally, a candidate would have a four-year degree in Mechanical Engineering, with course work, or experience, in sales and/or marketing. The candidate should have previous related experience of 2-3 years. Proficient use of personal computers: Windows 95/98, MS Word, Excel, PowerPoint, Internet Explorer, Goldmine CRM, J.D. Edwards, etc.

### COMMUNICATION SKILLS:

Ability to read, analyze and interpret general business periodicals, professional journals, technical procedures, bid specifications, or governmental regulations; Ability to write reports and business correspondence; Ability to effectively present information and respond to questions of managers, clients, customers, and the general public.

### SALARY:

Salary is contingent upon experience and education. The company offers excellent incentive programs, medical benefits and retirement plan. BurnsCascade is an Equal Opportunity Employer.

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