



45 Hendrix Road, West Henrietta, New York 14586 USA
Phone: (585) 321-5055 * Fax: (585) 321-5054
www.calvauto.com

Job Title

Controls Applications Engineer

Company Profile

Founded in 1994, Calvary Automation is recognized as a leading manufacturer of special machines, turnkey automated systems, and specialized fixturing.

Job Description

The typical role of a Control Applications Engineer at Calvary Automation primarily concentrates on the development of the automation system concept(s), price estimates and written proposals for the leads and opportunities presented to our company by our direct Account Managers and outside Sales Representatives. Specifically, the day to day tasks of Applications Engineering include: qualifying and prioritizing application leads, joint development of system concepts with appropriate members from our engineering ranks, traveling with other Calvary Automation employees in support of sales efforts, developing system cost estimates that reflect our current ability to purchase, design and build, and writing the descriptive document (the Proposal) that adequately describes the scope of our proposed system to our customers and to our engineering and project team members. The Role of the Controls Application Engineer will be a bit atypical with responsibilities for all of the tasks and functions outlined in the above paragraph but with a primary emphasis on the controls portions of the proposed automation concepts and solutions as follows:

- Review all Customer RFQ Controls Specifications to ensure Concept & Proposal conformance
- Development of Controls Architecture/Design/Concepts for all Proposal Applications
- Develop practical working knowledge of Cognex InSight Vision System and Vision Tools
- Perform Vision Applications for the Applications Engineering Department
- Provide the Controls description write-ups for Customer Proposals
- Provide Material & Labor Cost Estimates for the Controls portions of all System Proposals
- Perform Price and Technical Reviews for the Controls portions of all Proposal Applications
- Maintain the Controls portions of the Estimating Cost Library
- Participate in On-Site and Off-Site Customer Presentations & Meetings
- Select, Configure, and Price Test Instrumentation Systems
- Attend all Applications Engineering Concept Review Meetings
- Assist with the Design and Development of the Controls portions of Calvary Design Standards and Modular Systems
- Occasionally perform complete Applications and Proposal Responses

In summary, the primary objective is to develop competitive, profitable controls solutions to customer equipment requests that are consistent with Calvary business practices and to remain integrally involved in the transition from the sales phase to the preliminary project phase.

Qualifications

- BS Degree in Engineering
- 5+ Years Experience in Automation Machinery
- Excellent Written and Verbal Skills
- Industry-specific Estimating capabilities
- Exceptional orientation toward satisfying the Customer
- Experience interfacing with Customers during Cost/Price Negotiations
- Business focused with Strong Technical Background
- Well developed Analytical Skills

Experience (helpful but not all required)

- AutoCAD
- Allen-Bradley RSLogix500, 5000, PanelBuilder, RSViewStudio
- Siemens Step7, ProTool, WinCC Flex
- Telemecanique PL7
- Fanuc, ABB, Denso, Epson or other robotic programming languages
- Microsoft Excel, Word, Access

Employment Expectations

- Typical work week will average 50 hours/week
- Adherence to Calvary Automation's Sales, Applications, and Management practices.
- Direct involvement with Controls portions of all Applications prior to Customer submission.
- Qualified, enthusiastic, team-oriented individuals who enjoy a fast-paced environment are invited to submit their resumes with salary requirements. Only the most qualified candidates will be contacted.
- *Position requires relocation to Rochester, New York.*

Salary Range

\$70,000-\$90,000

Benefits:

We offer a very competitive Compensation Package with the opportunity for Professional growth and development. Our Benefits include Health Insurance, Dental Insurance, 401K with Match, Short Term and Long Term Disability, Flexible Benefits, Holidays, Life Insurance and Vacation.

Submit Resumes To:

Jeanette Duffy, Sales and Marketing Assistant, (585) 321-5055, Ext. 113

Calvary Automation Systems

45 Hendrix Road, West Henrietta, New York 14586

Website: www.calvauto.com * Email: hrdept@calvauto.com