



JOB DESCRIPTION

Job Title	Department Name	Location/ office	Date Updated
Applications Engineer		2 nd floor	8/2010

PART A: Major Function Describe the overall purpose and end results of this position.	

% Time Spent Total = 100%	PART B: Specific Duties In order of priority, list the essential duties and responsibilities of this position, the percentage of time spent on each, and key performance measures.
Varies	Provides Technical solutions for various customer specific Automation Applications
Varies	Develops & Represents working Mechanical and Controls Solutions in electronic format (AutoCad, SolidWorks)
Varies	Develops detailed Labor and Material Cost Estimates for the proposed Automation solution
Varies	Provides a comprehensive and detailed Written Description of the technical and commercial aspects of the proposed equipment
Varies	Establishes Timing & Sequence Charts of all motion-based Assembly & Test Tasks
Varies	Possesses strong working knowledge of the Assembly & Test Automation Technologies in the Medical Device, Electronic, Automotive, Consumer Product and Health Care Industries
Varies	Works cohesively with Account Management in the development and promotion of developed Automation Solutions
Varies	Available for periodic Overnight Travel
Varies	Interfaces with Design and Manufacturing Engineering and Production Personnel to develop solutions and ensure implementation
Varies	Ensures a seamless and complete transfer of technical and commercial information from the Sales & Applications Department to the Engineering Department following the receipt of Purchase Orders
Varies	Develops and Presents Demonstrations and Applications of Proposed Products or Solutions
Varies	Implement Company Values and Business Principles and promote the Company Name and capability
Varies	Develop new Business Opportunities
Varies	Support short and long term Marketing Plans

List Additional Duties/Responsibilities:

1. Other duties as assigned
- 2.

PART C: Management Ability/ Skills Describe the overall management skills necessary to be successful

List the Titles of This Position's Direct Reports:

Total Direct Reports

Knowledge, Skills and Experience Focus On What A Candidate Knows.

PART C- I: Qualifications

Education /License/ Certification required for this position

BS Degree in Engineering

PART C – II: Qualifications

Experience required for this position

5+ years experience in automation machinery

Experience interfacing with customers during cost/price negotiations

PART C – III: Qualifications

Skills & Knowledge required for this position:

Excellent written and verbal skills

Industry- specific estimating capabilities

Computer /
Technical
Skills:

Proficient in AutoCad, Excel, Word, PowerPoint Software

PART D – I: ACTION - ORIENTED COMPETENCIES

Competencies focus on how they utilize Skills & Knowledge

List the top 3-5 competencies that are associated with performing at a superior level.

Example: results driven, planning & organizing, delegating, etc.

Business focused with strong technical background

PART D – II: INTERPERSONAL COMPETENCIES

Competencies focus on how they utilize Skills & Knowledge

List the top 3-5 competencies that are associated with performing at a superior level.

Example: building customer relationships, ethical behavior, strong communication, etc

Exceptional orientation toward satisfying the customer

PART D –III: INTELLECTUAL COMPETENCIES

Competencies focus on how they utilize Skills & Knowledge

List the top 3-5 competencies that are associated with performing at a superior level.

Example: analyzing problems, thinking creatively, developing strategies, etc.

Well developed analytical skills

