ROLE PROFILE

Job Title: Applications Engineer

Major Focus: Provide technical expertise, product design, and customized solutions to internal and external customers.

Key Responsibilities:
1. Uncover customer’s technical problem and design or select appropriate Mott solution
2. Working with Sales, develop and communicate technical value of Mott’s solution to end customer
3. Determine component costs and provide costs to Sales or Project Manager for pricing
4. Perform analysis, write specifications for process filtration equipment in accordance with project schedule

Major Challenges:
1. Prioritizing multiple simultaneous tasks for multiple sales organizations
2. Learning to identify potential opportunities for engineering consultation
3. Designing Components for a wide range of applications and industries
4. Deriving and communicating value of technical solution to customers and internal stakeholders
5. Ability to thrive in a dynamic, data-driven environment

Expected Performance Outcomes:
1. Offer relevant solutions to customers in a timely manner by keeping quote time <4.5 days
2. Complete sizing, product selection/design, costing within 2 days of assignment
3. Costs quoted within 5% of actual cost
4. Complete assigned project engineering tasks within assigned schedule and within 10% of allocated engineering hours

Required Experience:
1. Bachelor’s degree in mechanical engineering, material science, or similar engineering discipline
2. 3+ years’ experience (experience in technical customer-facing role desired)
3. Experience working with sales, quality and manufacturing departments to develop custom solutions
4. Understanding BOMs, material selection, and component costing
5. Prior work in a project team (experience managing a project team or subvendor(s) a plus)
6. Strong written and verbal communication skills

Technical Knowledge/Skills:
1. Proficiency in fluid dynamics
2. Strong commercial sense
3. Ability to determine value of solution based on customer problem being solved
4. Ability to choose MOC’s based on customer requirements/chemistry
5. Conceptualize and communicate technical solutions both internally and externally
6. Fundamental understanding of pressure vessels, valving, instrumentation, P&IDs
7. Manufacturing/Design knowledge

Selection Criteria:
1. Strong engineering background
2. Desire to apply engineering skills to commercial environment
3. Understanding of project management concepts
4. Understands financial implications of sales decisions
5. Desire for fast-paced and diverse work environment
6. Demonstrates ability and willingness to influence customers during sales process
COMPANY

Mott is a high precision filtration company trusted by the world’s best technical and performance brands across many industries including healthcare, food/beverage, semiconductors, and aerospace/defense. The company’s strategic vision is to deliver technological breakthroughs where none currently exist.

Established in 1959 and located in Farmington, Connecticut (90 miles from NYC and Boston), the company is 100% employee owned and is poised for significant expansion over the next 5 years. Three years ago, the company undertook an extensive strategic planning process which has resulted in a realignment of the organization and has driven significant growth.

This is a terrific opportunity for an Applications Engineer that wants to drive positive change and work in a dynamic, bureaucracy free environment.

To Apply:

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