



APPLICATIONS ENGINEER

LOCATION: Remote

TYPE: Full-time

Come work at Capital Industries, Inc., a leading firm in our industry providing custom robotic and automation solutions, material handling and test systems, and contract manufacturing services.

Due to growth, we are looking to hire an experienced Applications Engineer. If you are innovative and passionate about what you do, Capital Industries is an ideal place to work. Apply today!

JOB OVERVIEW

As a member of the Sales Team, you will work alongside our Business Development Specialists, Account Managers, Project Managers, and other internal departments to develop new and creative design concepts to fulfill customer requirements for material handling, product assembly, and/or test systems and prepare cost estimates to enable the creation of a comprehensive quote describing critical functional elements with customer pricing for mechanical and electrical design, materials, build, and testing.

Job Responsibilities

- System and Machine Design
 - Work with sales team to ensure a complete and comprehensive scope of work has been developed for projects assigned to be quoted
 - Develop design concepts with 2-D or 3-D CAD models as required to easily convey to a customer how the system functions, fulfills requirements, and highlights unique characteristics or advantages due to creative, "out-of-the-box" thinking
 - When required and through on-site, web-ex, or phone interface, present design concepts to customers in a compelling manner to help win the project
 - Evolve concepts from internal and customer feedback to achieve fulfillment of all requirements within an expected or reasonable budgeted cost for the completed project
 - Follow Capital's Engineering Standards in developing complete mechanical designs including fabrication drawings, when required, and conduct internal and customer design review meetings as required
 - Support project managers throughout the execution of the project, primarily with relevant knowledge and experience as well as Project Change Revision estimates
- Quotes
 - Prepare project cost estimates through standardized template that includes engineering hours, build hours, mechanical components, electrical components, raw materials, testing and debug hours, and on-site start-up costs
 - Prepare comprehensive quote using standardized quote template to detail machine/system operation in a way that easily communicates how Capital's solution fulfills customer requirements
- Adhere to company's safety policies to create a safe work environment for employees

Job Competencies

- Ability to work collaboratively with others in a cross functional team atmosphere
- Must be able to organize and prioritize workload, meet deadlines, and work effectively with minimal direction
- Demonstrate computer skills in using SolidWorks and/or AutoCad, and MS Office applications
- Excellent oral and written communication skills

Education and Experience Requirements

- Associate or bachelor's degree in electrical or mechanical engineering
- 3+ years' experience in designing machines and/or automation systems

We are looking for candidates who –

- value reputation,
- are innovative,

- are passionate about what they do,
- embrace change, and
- are team players.