

JOB OPENING

APPLICATIONS ENGINEER – Job ID# H009

Company: Teledyne Energy Systems, Inc.
Location: Hunt Valley, Maryland
Status Type: Full Time
Department: Hydrogen Products

Education & Experience:

BS in Engineering Discipline, mechanical engineering preferred. Minimum of 3 years related experience. Knowledge of electro mechanical components and systems. Must be proficient with reading engineering drawings and documentation, and have excellent verbal and written, communication skills with the ability to deliver technical presentations. Automatic controls experience a plus. Field service experience and/or language skills a plus. Sales Acumen for future career growth highly sought. Ability to attain/maintain passport, travel approx. 50% of the time.

U.S. Citizenship required for data access

Work Description:

Perform Product/Applications engineering for Hydrogen Generation systems. Provide international field service-commissioning of equipment, trouble shoot problems, train operators and managers and perform preventive maintenance. Support inside customer service requirements via email or telephone and provide technical information for operations, maintenance and spare parts. Responsibilities include providing technical input for design changes, modifying automatic controls program, training customers, product distributors / representatives and fellow employees, answering engineer change requests to include redlining drawings and dispositioning quality nonconformance reports, providing technical support for sales functions; costing labor and material quotes, reviewing technical specifications and writing proposals. This position trains engineers about our technologies and customers. As engineers progress in their training and show aptitude and interest, they will start training for sales engineer positions within the corporation whose primary focus is to actively drive and manage the technology evaluation stage of the sales process, working in conjunction with the sales team as the key technical advisor and product advocate for our products. The Sales Engineer must be able to articulate technology and product positioning to both business and technical users, identify all technical issues of assigned accounts to assure complete customer satisfaction through all stages of the sales process and establish and maintain strong relationships throughout the sales cycle.

Successful candidates will:

- Be customer focused to ensure high customer satisfaction
- Function independently in the field
- Be endearing to the customer and their needs while commanding respect
- Possess
 - High energy to drive for growth and success
 - Aptitude to develop lasting relationships with customers and distributors
 - Excellent networking abilities to establish contacts in industry

For consideration send resume and salary history, noting position desired, to:

Teledyne Energy Systems, Inc.
Attn: Human Resources - Job #H009
10707 Gilroy Road
Hunt Valley, MD 21031
Fax: 410-771-8620
E-mail: resumes03@teledyne.com

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Drug Free Workplace*