



APPLICATION ENGINEER

SUMMARY

Performs all aspects of Application Engineering work to support the submittal of client proposals. Works directly with customers, vendors and Dearing sales, engineering and manufacturing personnel. The Applications Engineer will participate in sizing, estimating and generating proposals for natural gas compressor packages and related components for the oil and gas industry, primarily the domestic shale gas markets.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

- Read and review customer specifications, commercial terms & conditions, and RFQ details. Identify special conditions outside of the Dearing standard package and determine necessary exceptions. Communicate with customer regarding specification clarifications.
- Input site, design and operating conditions into the compressor sizing software, including Ariel Performance, GE Power-Flow, Rotosize, Quincy Q-Size, and others. Using software determine the most efficient model to reach desired conditions for the given site.
- Input unit requirements, gas analysis, and site information into engine sizing software such as Caterpillar Gas Engine Rating Pro and Waukesha Sizing software.
- Complete preliminary sizing for unit piping, pulsation bottles, scrubbers, and filters.
- Use customer specification, preliminary pipe and vessel information to submit request for vessel sizing to engineering and request for quote from Dearing supply chain group.
- Solicit quotes from vendors for compressor major and minor components, sub-assemblies, and special package requirements. Review vendor proposals to determine if they comply with customer specifications and choose the most cost effective and spec compliant device. Communicate with vendor for clarifications and changes, if necessary.
- Maintain records of all received quotes for comparison and future use on proposal estimates, purchase orders and during the design process.
- Make use of Master Pricing Matrix to gather all obtained component pricing. Review cost analyses from similar past projects to estimate minor components, fittings, gaskets and hoses, electrical fittings, hardware and accessories, structural steel pricing, and labor hours for new projects.
- Conduct and attend customer pre-sale meetings, which can include scope review, facility tours and a general introduction to Dearing Compressor.
- Compile and submit written proposal outlining major components, sub-assemblies, special components, standard items, applicable codes, delivery, assembly, start-up & commissioning field services, adders and deducts, terms and conditions and specification notes and exceptions.

- Revise proposals as needed per customer request or as project changes affect the requirements.
- After receipt of purchase orders from customers, review specification and quote with the assigned engineering design team.
- Provide support to the engineering team, orders, and supply chain throughout the design and fabrication process. Provide support to aftermarket in the field.
- Handle inside sales inquiries and calls from potential customers.
- Provide back up to account representatives including answering technical questions, project updates, quote updates, and sizing inquiries.
- Attend industry meets and tradeshow.

QUALIFICATIONS

- Preferred knowledge of welding, fabrication and assembly in a job shop environment
- A Bachelor's degree or higher in engineering
- Preferred 5-10 year's experience
- Proficient with Microsoft office and Adobe Acrobat products. Other computer software will be used and training will be provided.
- Ability to logically problem solve
- Being subject to working in an office environment as well as out in a shop manufacturing environment.