Senior Applications Engineer

- 400 Trade Square E, Troy, OH 45373, USA
- Full-time

Company Description

Hobart Brothers LLC, an Illinois Tool Works Company within the Welding Group, is a recognized leader in the manufacturing and distribution of welding consumables worldwide. We create customer success in metal fabrication around the world. Safety, quality, and productivity is the core of successfully meeting our customer requirements for products used in vehicles, ships, bridges, dams, railcars, etc. Our core values are integrity, respect, trust, shared risks, and simplicity.

Job Description

The Sr. Applications Engineer is a functional leader and technical expert responsible for providing application support, product recommendations, troubleshooting and other technical support to product managers, R & D, Quality, ITW sales team, Sales Channel and End-Users. This person will be a Hobart product expert and work on targeted customer projects to increase the "pull through" of ITW Welding Products. They will also identify industry needs and opportunities in our key segments providing data to the business to drive innovation.

Essential Functions:

- Serve as an Application Expert regarding Hobart product portfolio and the customer segments they serve.
- Perform and create key product data to support customer needs.
- Provide end user solutions to optimize value, both via phone and at customer sites.
- Provide technical advice during large or difficult negotiations, or with customers who are of strategic importance to the organization.
- May have duties of instructing, directing, and checking the work of other less experienced Application Engineers and Technicians.
- Appraises technological developments and investigates feasibility of new techniques.
- Solves complex problems providing alternate solutions and advances the Application Engineering capability of the company.
- Effectively conduct training sessions and technical presentations on welding processes and theory as well as our products and technologies.
- Must be able to travel up to 25% of the time. Limited international travel, if any, required.
Qualifications

- Engineering degree is required; preference for welding or welding experience, but also willing to consider materials/metallurgical, industrial, manufacturing, and mechanical engineering disciplines.
- Strong application knowledge in welding processes and manufacturing technologies, as demonstrated by 5 or more years applications/sales experience.
- Strong interpersonal and problem solving skills, with demonstrated ability to work with customers to understand issues and propose effective solutions.
- Candidate must be able to analyze data sets, problems, and situations and make impactful data driven decisions.
- Candidate must have strong communication and presentation skills including computer skills such as Word Documents and Excel spread sheets.
- It will be necessary for this candidate to possess time management skills, strong initiatives and be a self-starter/team player. Capable of working with minimal supervision and drive objectives to completion.

Apply via link below:
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