

**Our sister company
RND Automation in Lakewood Ranch Florida
is hiring!**

Position: Applications Engineer

RND Automation, a rapidly expanding robotic automation, assembly & packaging equipment company is seeking an Application Engineer for Florida's largest industrial automatic, robotics, and packaging machinery manufacturer in Lakewood Ranch, Florida.

Job Description

The Applications Engineer works with the sales team to develop concepts and proposals, as well as completing the quote sheet from which the proposal pricing stems from. In order to provide meaningful proposals to RND customers, this person must be knowledgeable on both RND's capabilities and understand RND's standards and common practices. As a liaison between RND and its customers, this person must also understand, and be able to communicate clearly and concisely, the customer's needs/expectations to the RND engineering team.

Duties and Responsibilities

- Work directly with customers to understand their processes and develop the best solutions for their requirements based on their request for quote (RFQ)
- Work with our sales team to professionally represent the company at a customer, gather data, and ask the right questions to define a project
- Work with our sales, engineering and purchasing departments to develop and quote cost effective and profitable solutions that use cutting edge technologies.
- Recognize and understand the customer's needs, make suggestions for possible solutions, and quickly develop budgetary numbers. Accuracy is essential.
- Typical customer requirements include but are not limited to robotic assembly, machine vision, dial indexing machines, linear motor pick and place, inspection, validation, forming, dispensing etc..
- Obtaining firm prices and technology recommendations from our stable of vendors.
- Maintain, improve and ensure the accuracy of our pricing database.
- Hands on prototype testing or mockups may be required to prove out concepts.
- Preparation of detailed cost estimates, proposal drawings, concept sketches and proposals.
- Develop value-added propositions and proposal writing
- Implement proposal specifications by applying current and possible product designs to customer requirements and performance standards

ADDITIONAL INFORMATION

- Please apply to Marna Perkins at mperkins@rndautomation.com
- Principals ONLY - No Recruiters Please