



## **Applications Engineer / Inside Sales**

Reports to: Vice President of Sales

Location: BCR Headquarters, Jacksonville, Florida

### **Job Description**

Under the supervision of the VP Sales, carries out all application engineering / inside sales activities associated with sales and business development for BCR equipment, including the CleanB and Neutralizer advanced oxidation systems as well as Bio-Scru thermal drying systems. Provides application engineering support to BCR Product Managers for advanced oxidation and thermal drying systems in pursuit of new customers and sales.

### **Primary Duties and Responsibilities**

- Interprets specifications and requests for proposals (RFPs) to develop proposals for potential BCR customers – municipal & industrial end users, engineers, and contractors.
- Develops proposals in a timely manner including:
  - Sizing and selection of best BCR solution with support from Product Managers.
  - Scope of supply, current lead times, pricing, and payment terms.
  - Reference installation lists tailored to a specific product and/or geographic locations.
- Works with BCR Value Stream Manager to put together RFQ's for purchased components such as pumps, heat exchangers, material transfer equipment, etc.
- Develops standard boilerplate information to be included in proposals.
- Prepares a general arrangement (GA) drawing related to proposals.
- Creates a conceptual layout using customer as-built drawings.
- Provides product and technical support to BCR manufacturer's reps and customers when required.
- Provides inside sales support for inbound calls from appoint BCE manufacturer's reps.
- Assists Marketing with the creation of sales literature and collateral.
- Works with Product Managers to create/update applications templates.
- Attends industry trade shows, conferences and exhibitions as required.
- Makes technical presentations to municipal utility management, WWTP superintendents, operators, consulting engineers, and contractors doing work for municipal wastewater treatment facilities - demonstrating how a BCR product will meet customer needs.
- Updates Customer Relationship Management (CRM) -SalesForce.com – after customer interactions such as proposals, responses to RFIs, phone calls, emails, etc.



### Required Education & Experience

- Bachelors in Engineering (Chemical Civil, Environmental, Mechanical, Process, Industrial & Systems, etc.) or other relevant major from a 4-year university.
- Alternatively, a 2-year Associate degree with a minimum of 3 years of practical outside sales experience.
- Experience with Sales Software and all aspects of Customer Relationship Management.
- Understanding of wastewater treatment customer requirements and market dynamics.

### Required Skills & Personal Attributes

- Excellent written and verbal communication skills.
- Good analytical abilities and problem-solving skills.
- Strong presentation skills for a variety of selling environments: one-on-one, group audience, and to larger audiences at conferences and trade shows.
- Knowledge of AutoCAD, Solid Works, or another comparable CAD software.
- Competency with MS Excel to utilize existing calculators and application tools
- Self-directed, ability to get assigned work completed without constant supervision.
- Excellent time management and prioritization skills.
- Good analytical abilities, problem solving skills, tenacious follow up
- Good technical knowledge, ability to learn quickly.
- Understanding of thermal dynamics and heat exchangers.
- Maintains the company culture.

### Compensation

BCR offers a competitive base salary and an attractive benefits program to the successful candidate for this position.

Well-qualified candidates can send an expression of interest, cover letter and resume to [hr@bcrinc.com](mailto:hr@bcrinc.com).