



Job Title: Sales Application Engineer

Company Overview: Bushman Equipment, a subsidiary of Xtek, Inc., specializes in designing and manufacturing custom-engineered lifting devices for heavy-duty industrial applications. Our products cater to industries such as steel, aluminum, and other sectors worldwide, addressing unique material handling needs with precision and innovation.

Job Summary: The Sales Application Engineer is responsible for generating accurate and competitive cost estimates for custom lifting equipment projects. Working closely with the engineering team, particularly Mechanical and Electrical Engineers, the Sales Engineer will analyze customer requirements, ensure alignment with technical specifications, and provide data-driven pricing insights. The role requires a high level of technical understanding and experience in estimation processes within industrial manufacturing or engineering environments.

Key Responsibilities:

- **Cost Estimation & Pricing:**
 - Generate accurate project cost estimates, including materials, labor, and production time, by interpreting mechanical and electrical design requirements.
 - Collaborate with engineers to confirm that estimates align with design specifications and industry standards.
- **Project Analysis & Requirements Gathering:**
 - Review customer specifications and project scopes to understand technical and operational requirements.
 - Engage with customers and sales teams to clarify requirements and ensure estimates meet project demands.
- **Collaboration & Support for Engineering Teams:**
 - Work alongside Mechanical Engineers to ensure mechanical design feasibility and support cost-effective design optimizations.
 - Coordinate with Electrical Engineers to assess electrical system requirements and verify that cost estimations accurately reflect design complexities.
- **Documentation & ERP System Management:**
 - Document all estimates, assumptions, and pricing justifications within company ERP systems, ensuring accuracy in Bill of Materials (BOMs) and cost records.
 - Update and maintain historical pricing data to support future estimation processes.
- **Vendor Coordination & Supplier Analysis:**
 - Liaise with suppliers to obtain accurate pricing on parts and materials; evaluate vendor bids for alignment with project specifications.



- Conduct cost-benefit analyses to support decision-making on vendor selection and material sourcing.
- **Quality Assurance & Compliance:**
 - Work with engineering and production teams to ensure estimates conform to regulatory and safety standards.
 - Participate in project review meetings to align final estimates with design, manufacturing, and quality objectives.

Qualifications:

- **Education & Experience:** Bachelor's degree in Engineering, Business, or related field, or equivalent experience. Minimum 3 years in an estimation, sales engineering, or relevant technical sales role, preferably within a manufacturing or heavy equipment environment.
- **Technical Skills:** Proficiency in Microsoft Office, familiarity with ERP systems (experience with Bluestar PLM or Microsoft D365 is a plus), and basic knowledge of mechanical and electrical engineering principles.
- **Soft Skills:** Strong analytical, organizational, and communication skills; ability to work both independently and collaboratively. Detail-oriented with a focus on accuracy and efficiency.
- **Preferred Qualifications:** Experience working with custom-engineered products or lifting equipment. Familiarity with CAD software and ability to interpret technical drawings is advantageous.

Please provide written answers to the questions on the following key employee qualities:

1. **Adaptability:** "Can you describe a time when you had to quickly adapt to a significant change at work? How did you handle the transition, and what was the outcome?"
2. **Communication Skills:** "Effective communication is crucial in any role. Can you provide an example of how you successfully communicated complex information to a team or client who was unfamiliar with the topic?"
3. **Problem-Solving Abilities:** "Tell me about a challenging problem you encountered at work. What steps did you take to address it, and what did you learn from the experience?"