

Compression Applications Engineer

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Company: Howden LLC

Location: Australia

Category: other-general

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Compression Applications Engineer Apply remote typeFlexible locationlocations Sydney, Australia Brisbane, Australia time typeFull time posted on Posted 2 Days Ago job requisition idR0014081 The Big Picture:Howden Australia is looking for a proactive, results driven, self-starter to take on the challenge of Applications Engineer - Compression within our New Build Department. Primarily this role will be responsible for winning new business by developing technical and commercial proposals for New Build Equipment including gas compressors, compressor packages, refrigeration packages and mine cooling systems . What needs to be done? Contribute to annual sales budget at budgeted margins . Preparation of clear and definitive technical and commercial proposals in accordance with defined scopes of supply, specifications, codes and internal standards to win new business by developing technical and commercial proposals for compressors and compression systems. Ensure proposals are submitted by the agreed bid due date and submission of subsequent technical clarifications meets customer requirements. Development of technical justification for proposed equipment including the offer of alternative proposals. Apply product to customer's system and advise on improvements that are possible. Specify and procure quotes for major, technically compliant, cost-effective items via external sub-vendors to prepare comprehensive proposals and accurate cost estimates. Attend Technical Clarification Meetings with customers and sub-contractors to clarify any technical issues. Maintain proposal documentation in line with company procedures and policy to ensure compliance with QA standards. Ensure Company policies, procedures and norms are followed for all proposals activities to ensure the highest level of quality. Lead handover meetings defining project to Design

and Project Management. Provide technical support for commissioning activities. What do you need to bring? You're a hard-working individual who can easily adapt to challenges, tight deadlines and high pressure situations. You are proactive and confident with finding solutions with lateral thinking to identify corrective actions. You have the experience to collaborate with internal departments and regional teams and bring a team together to achieve common goals in developing new business and promoting Howdens capabilities. With solid relationship building skills and exceptional stakeholder engagement skills, you're a confident communicator with a customer centric attitude. You'll also be proactive in identifying areas for improvement within business and team processes. We are also looking for the following criteria: Educated to Degree level (or equivalent) in an Engineering related discipline (e.g. Mechanical, Chemical or Process). Knowledge of industrial processes such as refrigeration systems and gas processing equipment. Extensive systems & product knowledge. 2 - 3 years of demonstrated experience in technical sales or applications engineering. Experience of having worked in a Global organisation in a matrix environment. Experience in working with heavy engineering industry projects according to customer specification. Good interpersonal and cultural assimilation skills. High degree of self-motivation and initiative. Demonstrated experience in the use of AutoCAD (or similar) and Microsoft applications. Strong time management and organisational skills. The following would be highly regarded: Experience in Oil & Gas, Power, Hydrogen, Refrigeration, industrial or similar industries. Previous experience with multifaceted role with key interfaces with other engineering disciplines. Working knowledge of international standards such as ISO, AS/NZS, API, ASME, ANSI or similar. Please note that this role can be based in either Sydney or Brisbane. Please click apply to submit your CV and cover letter. The position will involve local and international travel to win business and to participate as a key team member in technical clarifications with clients, consultants and end users. Travel commitments are estimated at 10% of the time. The advantages of working at Howden: Worldwide business – Liaise with our colleagues in 27 countries. We offer global and local opportunities – 6000 employees and world leading engineers, who create cutting edge developments – You will be a part of over 160 years of innovation and development that continues today with our digital solutions. At Howden we have a strong corporate identity and purpose – You will be a member of our team, shaping the future of the world and tackling some of the most pressing issues facing the planet. Our products and organisation are Revolving Around You – Our culture promotes individual development to enhance our most important asset – our people. About Us What we do As part of Chart

Industries, Howden is a leading global provider of mission critical air and gas handling products providing service and support to customers around the world in highly diversified end-markets and geographies. We work in partnership with our customers, wherever they are, to deliver sustainable and customised solutions. For over a century we have built a strong global network of experts that is formed from responsive local service and delivery teams, in more than 100 countries Our Values Our values are the principles by which we do business. We deliver our promise by living these values which supports our culture. Our values define who we are, what we believe in and are fundamental to our success WE ENABLE OUR CUSTOMERS SUCCESS, WE RECOGNISE THE VALUE OF PEOPLE, WE STRIVE FOR EXCELLENCE, WE ADAPT AND INNOVATION & WE DO THE RIGHT THING Howden Take a look at this video, see how Howden is evolving not only for its customers but for a brighter sustainable tomorrow.

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