

SMITH PUMP COMPANY, INC.

JOB DESCRIPTION

February 2008

SALES APPLICATION ENGINEER

Smith Pump Company has a position for a qualified person for an engineering/application/marketing position in our Fort Worth office. The job scope entails assisting end users and engineers on the proper application of pumping equipment and related items for projects located in Texas. Employee for this position will support the outside sales force through pump application, estimates, quotation, inside sales, and order coordination.

Necessary Qualifications

Work Ethic: The person in this position will have to work hard for at least 8 hours per day 5 days per week. There will be deadlines that sometimes will require long hours.

Attitude: Applicant must have a good attitude. Be capable of working under pressure, enjoy challenging projects, handle daily changes in schedules and priorities professionally, and be a team player.

Communication: Must be good at verbal communication w/ office personnel, vendors, and customers. A good technical vocabulary is required. Written communication is very important to convey work scopes, quotations, vendor p.o.'s, service reports, and customer service issues.

College Degree: Bachelor of Science, Engineering

Computer Skills: A good general knowledge of computers is necessary. Specifically, the Sales Application Engineer will be working in...

- Microsoft Outlook
- Microsoft Word
- Microsoft Excel

Intangibles: Good Mechanical Aptitude...This is a problem solving job.

Preferred Qualifications

Computer Skills: Experience with Accounting programs.

Work History: Work experience with pump manufacturer. Performed estimating and purchasing functions

Compensation: TBD, Great Benefits, Medical, Dental, 401K