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		Owner/Approver	Jing Huang

## **JOB DESCRIPTION**

**Title:** Application Engineer

**Location:** Chaska, MN, USA

**Department:** Engineering

**Reports Structure:** Engineering Manager

### **Company Description**

Newterra is a leading provider of modular water, wastewater and groundwater treatment solutions to the resource, power generation, industrial, private development, and municipal markets. With its suite of patented technologies and capabilities that include design, engineering, and manufacturing in its own facilities, Newterra maintains control over the high quality and on-time delivery of its systems. Operations in Canada and United States allow Newterra to address the needs of clients on a global basis. For more information, visit [www.newterra.com](http://www.newterra.com).

Newterra is an equal-opportunity employer dedicated to attracting talented people who share these goals and ideals. If you thrive in an environment that rewards rolling up your sleeves, thinking beyond the status quo, and doing what it takes to deliver innovative solutions, we'd like to talk to you.

### **Role:**

This Application Engineer plays a vital role to provide the foundation required to be successful within focus domestic and international market segments. The individual in this position will facilitate all internal support needs across departments to develop responses to the requests of the sales team. The Applications Engineer generates competitive proposals for the purposes of obtaining orders for water treatment systems. They determine the design and the costs required to execute the project to the contractual requirements. This is an influential position within the organization, generating understanding, support, and enthusiasm to bring success to segment and organization performance.

### **Key Characteristics:**

- Goal oriented and results driven.
- Passionate, positive and enthusiastic.
- Curious, creative and innovative.
- Responsive, with consistency, quality and speed in all correspondence.
- Attention to detail, well organized and ability to prioritize activities.
- Ability to remain effective with multiple tasks and priorities.
- Values team success, influencing and supporting others as required.

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**Accountabilities:**

- Reviewing customer inquiries and specifications for assigned projects.
- Determining feasibility/suitability of the design and related equipment while balancing the technical and commercial pros and cons of the various product and process options.
- Providing preliminary engineering design to determine form, fit and function of product based on engineering knowledge as well as customer specifications.
- Preparing preliminary and final cost estimates using internal cost estimating tools and vendor quotations.
- Managing bid submissions to the sales team, ensuring cost accuracy and full compliance with contractual requirements at the lowest possible cost.
- Liaising between various departments including engineering, project management, purchasing and production for technical assistance in developing concepts and processes and project order handoff.
- Providing prompt, appropriate, and accurate responses to internal and external customers.
- Assist in on-going product improvement activities.
- Identify new products and services aligning with targeted segment and client needs.
- Develop reports and presentations to deliver development plans, activities and results.
- Participate in cross-functional teams to develop solutions to promote brand and value propositions.
- Assist in development and production of marketing collateral to deliver to clients and channel partners.

**Qualifications and Experience:**

- Bachelor's degree in Civil, Environmental, Chemical or Mechanical Engineering
- 1-5 years' experience in engineering or industry segment.
- Communication and writing proficiency.
- Ability to organize and prioritize multiple activities.
- Microsoft Office applications proficiency.
- Knowledge of wastewater treatment process, equipment, and systems.

**\*\*Candidates must be legally entitled to work in the United States as applicable\*\***

If you're interested in applying, please submit your resume to [careers@newterra.com](mailto:careers@newterra.com) including the position title in the subject line.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status. If you require accommodation due to a disability at any time during the recruitment and/or assessment process, please contact Human Resources and we will make all reasonable efforts to accommodate your request.