

JOB DESCRIPTION: SENIOR ESTIMATING & PROCESSING ENGINEER NON-AUTOMOTIVE

TITLE: SENIOR ESTIMATING & PROCESSING ENGINEER

REPORTS TO: Director Business Development, Fori USA

DEPARTMENT: Business Development, Non-Automotive

DUTIES: Responsible to support the Non-Automotive Business Development Team in creating design concepts in ACAD and INVENTOR, Estimating and Proposal write-up to help securing business outside of the Automotive Industry. Establish written quotes, concepts, and assembly processes for custom equipment, automation and material handling systems, write technical proposals and specifications; as well as present technical solutions to end users assisted by the Director of Business Development.

The Fori product line that best suits these solutions and types of applications include but are not limited to Material Handling, such as AGVs (Automated Guided Vehicles) and Conveyance Systems, Assembly Lines, Robotic Applications, Custom Automation, Tooling, Pallet, etc. for industries targeted by the non-automotive Team, such as Recreational, Aerospace, Nuclear, Agricultural, Military, Alternative Energy, Food & Beverage and Building industry, etc.

Duties include identify assembly solution and processes, draw concepts, create PP presentations, support sales presentations; as well as, hand-over and line-up of a clearly defined project to program management for execution; as well as, the introduction of new ideas, based on the latest technologies, benchmarking of competitors products, advantages of other equipment seen in the eyes of potential customers, the support of long term non-automotive manufacturing and assembly strategies and the future equipment needs. Defining equipment requirements, benefits and competitive advantages; technical specifications; engineering, certification and schedule requirements and constraints; acts as technical interface and local program management interface.

Prepare responses to RFQs and RFI's in form of a Proposal Letter and Quotation, ensuring best technical and commercial solutions are used. Attends sales and marketing meetings and internal training sessions as required. Performs other related duties as required by the Director Business Development.

JOB REQUIREMENTS: Strong Technical, Proposal & Estimating; as well as, Engineering and Equipment Design background for a minimum of 10 years. Know-how in Mechanical and Controls aspects, Motion Control and Equipment design. Demonstrated past Engineering, Estimating and Conceptual Designs for customers; English proficiency, Team Player.

LEVEL OF EDUCATION: Must have a Technical Degree, preferably an Mechanical Engineering Degree

TRAVEL: Travel is minimal; approximately ~5%

WORK HOURS: Employees are expected to work 50 hours per week. Weekend or Holiday work may be required from time to time based on the level of project urgency.