

JOB DESCRIPTION: Advanced Welding Process, Estimating & Proposal Engineer
TITLE: PROCESSING, ESTIMATING & PROPOSAL ENGINEER
REPORTS TO: DIRECTOR BUSINESS DEVELOPMENT WELDING DIVISION
DEPARTMENT: SALES & ESTIMATING

DUTIES: Fori Automation is seeking an experienced Process, Estimating & Proposal Engineer for our Welding Division, reporting to the Director of Business Development, Welding Division and work within our weld estimating team of 3-5 other individuals. This proposal engineer will primarily support North American programs and new RFQ opportunities. Technical degree and/or 5+ years' experience required. Occasional overnight travel may be required. Controls design and build background is a plus. Candidate must be highly competent or proficient in the following areas:

- Comprehension of mechanical and control prints
- Working level and competent in Inventor and/or 3D ACAD – Proficiency test may be administered as part of interview process
- Detailed cost estimating of custom designed & manufactured system experience – welding system(s) experience is a preferred
- Assembly processing capabilities (including layouts and cycle time analysis)
- Proficient at Microsoft Word, Excel, and PowerPoint
- Utilization of INVENTOR or ACAD for development of tooling concepts and layout drawings
- Development of technical proposals with good presentation skills
- Able to work in an office setting and team environment

Daily Responsibilities Include (*but are not limited to*):

- Review & respond to new project RFQs, customer inquiries and engineering changes
- Compiling new program processes, layouts and project proposals to be submitted to the customer
- Support and participate in both new RFQ line –up meetings with customers as well as technical reviews following quotation submittal
- Read, review and quote within supplied customer specifications
- Ability to multitask between multiple projects, meetings, and daily priorities within the group
- Work cohesively with internal project team on any commercial needs or support once a project is kicked-off.
- 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.
- Perform other related duties as required by the Director of Business Development.
- Willingness to work in the office and occasionally at a customer plant. Overnight travel is minimal

JOB REQUIREMENTS: Strong Technical, Proposal & Estimating; as well as, Engineering and Weld System Design background for a minimum of 5 years. Know-how in Mechanical and Controls aspects. Demonstrated past Engineering, Estimating and Conceptual Designs for customers; English proficiency, Team Player.

LEVEL OF EDUCATION: Must have a Technical Degree

TRAVEL: Travel is minimal; approximately ~3%

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.

COMPETITIVE BENEFITS: Global exposure / Healthcare / 401K / Competitive salary