



## **Job Posting - Sales Engineer**

### Company Background:

SHECO Industries is an industry leader in both shell and tube as well as air cooled heat exchanger design, fabrication, and repair. We have manufacturing facilities in Tuscaloosa, AL, Houston, TX, and Sapulpa, OK. Our core market segments include petrochemical, refining, pulp and paper, and gas processing customers across the globe. The shell and tube operations in Tuscaloosa, AL and Houston, TX manufacture equipment under the Southern Heat Exchanger brand.

### Main Objective:

Primary objective of this position is to design and sell shell and tube heat exchangers and pressure vessels. This will require collaboration with the outside sales team as a technical advisor and product advocate. The successful candidate will serve as the primary support resource for our customers, partners, outside sales team, and outside representatives.

### Position Type/Expected Hours of Work:

This is a full-time position with opportunity for a flexible work schedule (options following successful completion of a training period). Work schedule and remote work format options will be subject to supervisor's discretion.

### Job Location:

This position will be based out of our new Tuscaloosa, AL manufacturing facility.

### Reports to:

Sales Engineering Department Head

### Relationships to:

#### *Internally*

Sales  
Engineering  
Production  
Purchasing  
Quality Control  
Human Resources  
Safety

#### *Externally*

Customers  
Material Suppliers  
Outside Services Contractors  
Software Support

### Essential Job Functions/Key Responsibilities and Expected Results:

- Review request for quotation requirements



- Thermal design of shell and tube heat exchangers
- Mechanical design of shell and tube heat exchangers and pressure vessels
- Estimate cost of shell and tube heat exchangers and pressure vessels resulting from the thermal and mechanical design performed
- Prepare bid documents and pricing for proposal that result from customer supplied inquiries
- Collaborate with outside sales to close orders, including negotiations on pricing, terms and conditions, and other commercial aspects of the proposal
- Complete contract (purchase order) review including commercial and technical compliance with bid documents and company policy
- Effectively distribute contract details to downstream departments for order execution according to established company policy and procedures
- Manage customer accounts and maintain professional business relationships with target or assigned accounts
- Travel as needed (up to 25%) to support outside sales, customer needs, and trade show activities
- Resolve customer issues or difficulties in a manner that is consistent with the company mission, vision, values and financial objectives
- Actively participate in the company's continuous improvement culture

The foregoing is an outline of your key responsibilities and expected results. Due to changing circumstances and SHECO's desire to constantly improve systems and processes, you may be required to perform other duties deemed to be within your capacity after consultation with you.

Education Required:

Bachelor of Science in Mechanical or Chemical Engineering

Experience:

0 to 2 years' minimum

Knowledge & Skills:

- Must be highly motivated, results oriented and a self-starter to perform in a team environment while working independently
- Strong interpersonal communication skills and ability to interact professionally with employees, customers, and contractors - in person, over the phone, and through written communication
- Ability to read and interpret engineered equipment drawings
- General understanding of thermal engineering
- Ability to interact with varied personalities in a fast-paced environment
- Effective communication skills, both oral and written
- Thorough and detail-oriented with strong follow-through skills and abilities
- Ability to manage and prioritize multiple projects

Benefits:

- Blue Cross Blue Shield of Alabama



- Vision
- Dental
- 401(k) – Company contributes 3% of the salary regardless of employee's contribution level
- Paid Life Insurance
- Short Term Disability
- Paid Vacation – 10 days upon hire
- 11 Paid Holidays