



1031 Ontario Road
Green Bay, WI 54311
920.468.5477

ASI_Inquiries@asitti.com
www.asitti.com

Position: Applications & Sales Engineer

Location: Green Bay, Wisconsin

Employment Type: Full time

About ASI: ASI, Division of Thermal Technologies, Inc., specializes in custom drying, curing, and cooling solutions for the converting, roll-to-roll, and continuous process industries. As an industry leader since 1986, our forced air convection systems employ a variety of web transport and heating methods, including air flotation, roll-support, through-air, belt supported, and infrared (IR) supplementary heat. Based in Green Bay, Wisconsin, all of our dryers are designed to meet the specific drying needs, control requirements, and spatial constraints of our customers.

Duties: ASI is seeking a qualified individual to join our applications and sales team. This person would size and price drying systems and prepare customer proposals. Other duties include attending trade shows and conferences, interfacing with potential customers, and working with engineering and manufacturing personnel. Responsibilities include:

- Reviewing and analyzing customer specifications for drying requirements to determine the best configuration and size of drying system to meet these requirements
- Creating the initial design of the drying system, including fan sizes, burner sizes, and other necessary components
- Understanding and utilizing proprietary computer modeling software to assist in developing drying system
- Using and updating proprietary pricing software to create job proposals
- Writing detailed and accurate customer proposals of drying systems based on customer requirements using modeling and pricing applications
- Interacting with potential customers on drying requirements and proposed drying systems
- Interfacing with outside vendors to obtain specifications and pricing on purchased parts for proposals



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- Leading turnover meeting when job sells sold job to explain sold project to engineering and manufacturing personnel
- Communicating and interacting with engineering and manufacturing personnel
- Providing support during mechanical design phase
- Going on sales visits to customer sites to assess drying system requirements and/or perform engineering studies
- Attending trade shows and conferences
- Travel about 10-15%
- Other duties as required

Qualifications: The candidate should have the following qualifications:

- Bachelor's Degree in Mechanical Engineering, Chemical Engineering, Electro-Mechanical Engineering or a related technical field
- Knowledge of drying equipment, coating technology, and/or converting industry a plus
- Capital equipment sales experience a plus
- General knowledge of electrical schematics and PLC control systems a plus
- Ability to identify, evaluate, and solve problems
- Excellent oral and written communication skills
- Excellent organization and analytical skills
- Computer proficiency, including Microsoft Word and Excel
- Familiarity with AutoCAD a plus

Compensation & Benefits: ASI offers a competitive salary and benefits package that includes:

- Competitive salary
- Health, dental, and vision insurance
- Employer HSA Contribution
- Nine paid holidays a year
- ESOP retirement plan
- 401(k) retirement plan
- Stock ownership and profit sharing opportunities
- Education reimbursement program



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- Three weeks vacation and personal time (prorated from start date)
- Group life insurance
- Short and long term disability insurance
- Paid new parental leave policy
- Employee appreciation events, including lunches, summer picnic, and holiday party

ASI is an Equal Opportunity Employer. For more information visit www.asitti.com.