



1031 Ontario Road  
Green Bay, WI 54311  
920.468.5477

ASI\_Inquiries@asitti.com  
www.asitti.com

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**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 attend trade shows and conferences, identify new markets and customers, interface with potential customers, and create proposals of drying systems that meet the customer's drying requirements and specifications. Responsibilities include:

- Attend trade shows and conferences
- Research and identify new markets and customers
- Contact potential customers to expand market share
- Review and analyze customer specifications for drying requirements and determine the best configuration and size of drying system to meet these requirements
- Understand and utilize proprietary computer modeling software to assist in developing drying system and proprietary pricing software to create job proposals
- Create the initial design of the drying system, determine components and sizing needed, including fan sizes, burner sizes, and other necessary components
- Develop costing of drying system and draft proposal for drying system to submit to potential customers
- Draft detailed and accurate sales proposals for drying systems
- Interact with customers on drying requirements and proposed drying systems



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- Create presentation graphs and other material to assist sales
- Interface with outside vendors to obtain specifications and pricing on purchased parts for drying systems and as part of sales proposal
- When job sells, lead turnover meeting where sold job is explained and turned over to engineering and manufacturing
- Communicate and interact with engineering and manufacturing personnel
- Provide support during mechanical design phase
- Provide in-field technical support, including customer site visits to assess drying system requirements and/or perform engineering studies
- Travel about 10-20%
- Other duties as required

**Qualifications:** The candidate should have the following qualifications:

- Bachelor's Degree in Mechanical Engineering, Chemical Engineering, Electrical Engineering or a related technical field
- Knowledge of drying equipment, coating technology, and/or converting industry a plus
- Capital equipment sales experience and proven sales record a plus
- Some experience preparing capital equipment quotations a plus
- Ability to size process equipment such as fans, electric heaters, burners, steam coils
- 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
- Travel required for trade shows and customer visits, about 10-20%

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

- Competitive salary
- Health, dental, and vision insurance
- Employer HSA Contribution



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- Nine paid holidays a year
- ESOP retirement plan
- 401(k) retirement plan
- Stock ownership and profit sharing opportunities
- Education reimbursement program
- Three weeks vacation and personal time (prorated for start date)
- Group life insurance
- Short and long term disability insurance
- Paid parental leave policy
- Employee appreciation events, including lunches, summer picnic, and holiday party
- Paid leave new parent policy
- Employee appreciation events, including lunches, summer picnic, and holiday party

ASI is an Equal Opportunity Employer. For more information visit [www.asitti.com](http://www.asitti.com).