



570 Lake Cook Road Deerfield, IL 60015

eckhartusa.com Phone: 847 881 0436

APPLICATION ENGINEER

Department: Business Development

Reports To: Vice President, Automation and Estimating

FLSA Status: Exempt

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Eckhart engineers advanced industrial solutions that enhance the quality of life. Eckhart's proven portfolio of Industry 4.0 technology includes autonomous mobile robots/autonomous guided vehicles (AGVs), collaborative robotic systems, traditional robotics, contract assembly line design & simulation, 3D printing tool development & production, and ergonomic general assembly tooling solutions for the world's largest manufacturers. Eckhart serves an established and loyal, blue-chip customer base of leading automotive and industrial original equipment manufacturers that include Stryker Medical, General Electric, Ford, Tesla, Pepsi, John Deere, and Caterpillar.

As an Application/Quoting Engineer you will work alongside a team of automation experts. Together you will develop an accurate budget and project quote outlining key concept points, sequence of operations and mechanical descriptions to ultimately create custom, innovative and integrated solutions for our customers you never even thought possible.

Essential Duties and Responsibilities:

- Communicate directly with customers, suppliers, and internal stakeholders
- Interact with cross functional team members from Engineering, Supply Chain Management, Project Management, Customer Service, Manufacturing, Commissioning to solicit input and buy in to pursuit approaches and proposals
- Experience working with industrial trades contractors (i.e. piping, electrical and rigging).
- High commitment level to ensure engineering team has provided solutions that directly reduce risk level of Eckhart provided automated systems
- Operate in a collaborative Sales/Estimating team comprised of Eckhart product, sales, proposals, and execution personnel
- Ability to handle multiple tasks/scope of work analysis/pursue estimates/proposal drafts
- Full autonomy with effective time management, multitasking, producing and managing priorities and schedule to accommodate entire business pursuit cycle
- A strong sense of commitment to proposal accuracy and accountability
- Intermediate travel to meet customers, support all proposal activities with technical and commercial content, technical recommendations and process analysis
- Obtain external quotes from vendor base, find new support sources
- Develop and build knowledge of OEM specifications and how they relate to Eckhart standards
- Development and generation of solutions exploiting Eckhart enabling technology (products) and Process Knowledge
- Prepare process analysis, concept generation, cycle time analysis and develop alternate process solutions
- Prepare work estimates by gathering proposals, blueprints, specifications, and related documents
- Identify labor, material, and time requirements by studying proposals, blueprints, specifications, and related documents
- Compute costs by analyzing labor, material, and time requirements



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- Present prepared estimate based on customer requirements by assembling and displaying numerical and descriptive information
- Prepare proposal clarification/compliance matrixes
- Maintain technical knowledge by attending educational workshops; reviewing technical publications
- Provide North American sales team with technical sales support
- Ensures that Eckhart products and services continue to be the benchmark within the industry
- Demonstrate a commitment to Eckhart Core Values
- Demonstrate a commitment to safe work practices while on Eckhart or the customer's premises
- Experience working with industrial automation, robots, and tooling

Note: This list of responsibilities is by no means inclusive; however, it is intended to be a guideline for activities.

Qualifications:

- A mechanical or controls engineering degree or a technical college diploma or a technical trade certification and/or equivalent work experience
- Previous successful project awards, due to correctly interpreting customers work scopes, determining inclusions & competitive pricing

Required Skills:

- Effective communication skills
- Proficiency in Solidworks for concept development
- Ability to read and understand electrical and mechanical design drawings
- Familiarity with Electrical & Pneumatic controls design
- Ability to provide comparative analyses of subcontractor bids
- Utilize extensive industrial knowledge and effectively working with project teams and customers to design and estimate complete systems
- Ability to identify and quantify cost factors, such as time, materials, expenses, tooling, etc.
- Expert level skills in MS Excel software
- Intermediate proficiency with Google Applications (such as Gmail, Calendar and Docs)

Other details:

- Travel to customer sites & other Eckhart locations up to 20%

Eckhart invests in people because we believe it is our people who differentiate our solutions and our company from our competitors. For over 40 years our company has committed dedicated creative minds to conceptualize and design custom manufacturing solutions for industry. Our customers span automotive, aerospace, steel, industrial machinery, commercial construction, household appliances, and farm machinery & heavy trucks.

Please direct resumes and questions to careers@eckhartusa.com