

## Applications Engineer – Mechanical

### About Us

For 50 years, Air Radiators has been a top-tier company dedicated to the design and manufacture of heat transfer solutions. We work with major customers in the mining, railway, defence, and government sectors, and we have a solid reputation for providing our customers globally with top-quality products.

As part of Adrad Holdings Limited, an ASX-listed business with headquarters in Australia, we have over 300 employees spread across Australia and Thailand. Operating as a group, we are a market-leading, vertically integrated designer and manufacturer of Original Equipment (OE) industrial radiators and cooling solutions for high-end applications that shape the direction of heat transfer solutions in the future. Join us today and build a career you can be proud of.

### About the Role

Reporting to the General Manager of Sales, this is an exciting opportunity to be part of a growing team, working across a variety of market segments driving growth working across multiple projects.

As a successful candidate you will be responsible for

- Receive and action sales enquiries (both from new and existing customers)
- Work with customer to capture relevant and required technical and application data
- Interact with customer in developing most appropriate solution
- Prepare cost estimates for proposed solutions
- Prepare quotation based on approved cost estimate
- Follow up quotation with customer and negotiate with customer to placement of order
- Appropriate customer visits and represent the company at sales and trade conventions
- Customer management including strengthening relationship, identifying and developing new opportunities
- Adhere to company Stage Gate project management process

### About You

- Mechanical Engineer (trade or degree) with experience in sales and manufacturing industries
- Strong communication skills (verbal and written)
- Customer service orientation
- Ability to work as part of team
- Strong computer skills (Microsoft Office, Pronto)
- Attention to detail
- Ability to manage time and tasks
- Ability to travel with a valid Passport

### How to Apply

Please submit your resume and cover letter to [recruitment@airrads.com.au](mailto:recruitment@airrads.com.au) with Applications Engineer in the subject line.

[www.airradiators.com](http://www.airradiators.com)

