

JDPRG006-U

JOB DESCRIPTION: APPLICATION ENGINEER MANAGER

REPORTS TO: CHIEF EXECUTIVE OFFICER



Career Opportunities



GENERAL EMPLOYEE REQUIREMENTS:

- An Application Engineering Manager with expertise in fluid power and hydraulics within the Construction, Aerial Lift/Mobile Equipment and/or Agricultural industries plays a pivotal role in bridging the gap between engineering solutions and customer needs.
- This position requires a blend of technical proficiency, leadership capabilities, and industry-specific knowledge to drive innovation and ensure the successful integration of hydraulic systems in agricultural machinery.
- The Application Engineering Manager will lead a team of engineers in developing and implementing hydraulic and fluid power solutions tailored for the above-mentioned industries. This role involves close collaboration with product development, sales, and customer service teams to deliver efficient, reliable, and innovative hydraulic systems that meet the evolving needs of our customers.
- The incumbent is expected to meet quality work standards, and work in conformity with all company policies, guiding principles, standard procedures and work within the scope of the law.
- Must utilize effective interpersonal communication and teamwork approach and demonstrate positive customer relations skills. Must have the ability to work effectively with others and to follow directions of supervisor.
- Must be fully familiar with and have the ability to comply with all safety requirements of respective position such as knowledge of safety rules and policy and evacuation procedure.

WALVOIL FLUID POWER CORPORATION
HEADQUARTERS

4111 N. Garnett Rd., Tulsa, OK 74116, USA
Ph. +1 918 858 7100. Fax +1 918 858 7150
info@walvoilusa.com. www.walvoilusa.com

BUSINESS UNIT HYDROCONTROL
1109 Technology Dr., Red Wing, MN 55066, USA
Ph. +1 651 212 6400. Fax +1 651 212 6401
info@walvoilusa.com. www.walvoilusa.com



PRIMARY RESPONSIBILITY:

- Study, design and develop products and solutions that respond to customer needs and market trends
- Plan, direct and support all technical functions for Walvoil Fluid Power
- Provide technical support to Account Manager group, Customer Service group and Production Planning group in both pre-sales as well as post-sales activity
- Maintain timely communication with the Account Manager group, Customer Service group and the Production Planning group.
- Develop and maintain quality relationships with customers, WFP departments and Walvoil Group contacts

PRIMARY DUTIES:

- Oversee the design, development, and application of hydraulic systems, ensuring compliance with industry standards and customer requirements.
- Lead cross-functional teams to integrate fluid power solutions into new and existing product lines, focusing on performance, cost-effectiveness, and manufacturability.
- Collaborate with sales and marketing teams to provide technical support, including product demonstrations, customer training, and the development of technical documentation.
- Stay abreast of emerging technologies and industry trends to drive continuous improvement and innovation in hydraulic system design and application.
- Manage project timelines, budgets, and resources to ensure timely and successful project delivery.
- Mentor and develop engineering team members, fostering a culture of technical excellence and continuous learning.
- Identify new product needs and coordinate through National Sales Manager.
- Design support programs for individual customers and markets.
- Ensure that all the technical information concerning customers and market are communicated to critical WFP departments as well as Walvoil spa when needed.
- Conduct product training in house for customers as well as employees.
- Conduct product training at distributor location for inside/outside sales and customer service.
- Demonstrate Walvoil Fluid Power components and systems features/benefits/advantages, proper operation, and maintenance to distributors and customers.
- Maintain proficiency for the application of Walvoil components and systems.
- Effectively communicate with all departments within Walvoil Fluid Power and Walvoil S.p.A.
- Actively participate in trade shows and lead follow up, assist in meetings, seminars, schools, etc.
- Promote safety, practice safe work habits, and comply with safety policies at all times.
- Complete assigned tasks and reports in a timely manner.
- Prepare for and actively participate in all departmental meetings.
- Maintain a friendly "Service" oriented philosophy with co-workers, other departments and customers.



- Practice and promote good housekeeping measures and support all company efforts to comply with OSHA and environmental regulations.
- Maintain continuing knowledge of and familiarity with computer software and upgrades utilizing Company provided training or through continued education courses offered by schools or organizations.
- Perform all other duties as assigned.

GENERAL JOB REQUIREMENTS:

- Bachelor's degree (BS) in engineering; Mechanical preferred or relevant specialized industry-related training.
- Must have Visa to work in the United States.
- Certified with the International Fluid Power Society preferred.
- 3-5 minimum years' experience in applications/design engineering.
- Must have 3D Cad experience. SolidWorks preferred.
- Effective communication skills are mandatory. Must possess proper command of English language, written and oral.
- Demonstrate excellent project management skills: meeting deadlines, creating solutions, data analysis and synthesis.
- PC experience and training required such that the Basic level of skill can be demonstrated in Microsoft Word, Excel and PowerPoint.
- Valid drivers' license.
- Ability and willingness to work flexible hours and extra time on an as-needed basis.
- Must be self-motivated and able to work independently to achieve company goals.

PHYSICAL JOB REQUIREMENTS:

- Travel will be required, as needed, national and international. Schedules occasionally require weekend travel.
- Travel is normally by commercial airlines. Local or nearby travel will use company-owned, personal or rented vehicles vans and operator must possess valid driver's license and meet insurance company's requirements.
- Demonstrations of products, training of customers and trade show participation requires lifting, transporting, setting up, and operating exhibits and equipment. Loading and unloading of equipment, while unassisted, is frequently required. Exhibits and equipment usually range in weight from 40-60 pounds.
- Flexibility to work in an office and warehouse environment.

WORK ENVIRONMENT JOB REQUIREMENTS:

- Due to travel, environmental conditions are frequently uncontrolled. Conditions may be outdoors with exposure to outside temperatures, poor lighting, and pipeline construction environment. The natural elements, such as pollen, high or low humidity, and dust are usually present.



- Trade show demonstrations may occasionally require 10–12-hour work shifts, usually standing. Ability to work in crowded, close conditions, frequently exposed to secondhand-smoke, may be required.
- When not traveling the work environment is climate-controlled.

GENERAL:

This job description is not exhaustive and cannot anticipate all possible duties and requirements. Duties and requirements are also subject to change just as the products developed by this company are subject to change. Flexibility on the part of the employee as well as the company is therefore of utmost importance.

