

United States Jobs Expertini®

Application Engineer

[Apply Now](#)

Company: Johnson Controls International

Location: Waynesboro

Category: architecture-and-engineering

******Preference given to applicants residing in or within a commutable distance from Waynesboro, PA ******

Build your best future with the Johnson Controls team!

As a global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet. Join a winning team that enables you to build your best future! Our teams are uniquely positioned to support a multitude of industries across the globe. You will have the opportunity to develop yourself through meaningful work projects and learning opportunities. We strive to provide our employees with an experience, focused on supporting their physical, financial, and emotional wellbeing. Become a member of the Johnson Controls family and thrive in an empowering company culture where your voice and ideas will be heard – your next great opportunity is just a few clicks away!

What we offer

Competitive salary

Hybrid work option

Paid vacation/holidays/sick time - 15 days of vacation first year

Comprehensive benefits package including 401K, medical, dental, and vision care

Extensive product and on the job/cross training opportunities.

Encouraging and collaborative team environment

Check us Out: A Day in the Life of the Building of the Future

What will you do:

Our application engineer will be responsible for providing sales and technical support for industrial refrigeration customers, and district sales managers which includes job take-offs, application engineering, cost estimating, proposal development, and technical assistance as it relates to industrial heat pump systems. You will also be responsible for assisting sales with reactive sales phone coverage for various customers including, owners, architects, engineers, and related customers. Additional responsibilities include promoting innovative solutions for accounts that optimize sales, increase market share, and maintain current profit margins. This position is not eligible for Visa sponsorship.

How will you do it:

Provides selling support through technical assistance to salespeople, customers and others who may influence the purchase decision.

Perform take-offs and coordinating jobs for bid to increase sales and decrease duplication of work. Reviews RFP/RFQ material for product compliance.

Utilizing system databases, provides project cost estimates and pricing to outside sales.

Assists outside sales with technical support during calls to architects, engineers, and owners.

Works closely with Order Management Team to deliver exemplary customer satisfaction requirements.

Responsible for keeping Manager, District Sales Managers, Engineering and Contract Administration informed of progress and account status. Includes member(s) of the

management team if necessary to keep the sales process on track.

Attends conference calls with sales, engineering and customers to understand scope of projects.

Issues special quotations and follow-up until close of sale and shipment of product to customer.

Works with Manager, District Sales Managers & Contract Administration to facilitate selling the full scope of bundled product offerings available.

What we look for:

Required

University degree or equivalent combination of education and experience.

6 years minimum experience in industrial refrigeration field.

Comprehensive knowledge of the principles of industrial refrigeration with specific knowledge of refrigeration systems.

Possess good computer skills and working knowledge of Excel spreadsheet analysis.

Travel requirements minimal.

Preferred:

Experience with AutoCAD

Johnson Controls International plc. is an equal employment opportunity and affirmative action employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, protected veteran status, genetic information, sexual orientation, gender identity, status as a qualified individual with a disability or any other characteristic protected by law. To view more information about your equal opportunity and non-discrimination rights as a candidate, visit [EEOC](#). If you are an individual with a disability and you require an accommodation during the application process, please visit [ADA](#).

[Apply Now](#)

Cross References and Citations:

1. Application Engineer [Findlocaljobs Jobs Waynesboro Findlocaljobs ↗](#)
2. Application Engineer [Christmasjobs Jobs Waynesboro Christmasjobs ↗](#)
3. Application Engineer [Laboratoryjobs Jobs Waynesboro Laboratoryjobs ↗](#)
4. Application Engineer [Notaryjobs Jobs Waynesboro Notaryjobs ↗](#)
5. Application Engineer [Constructionjobs Jobs Waynesboro Constructionjobs ↗](#)
6. Application Engineer [Hongkongjobs Jobs Waynesboro Hongkongjobs ↗](#)
7. Application Engineer [Asiajobs careers Jobs Waynesboro Asiajobs careers ↗](#)
8. Application Engineer [Radiologistjobs Jobs Waynesboro Radiologistjobs ↗](#)
9. Application Engineer [Austinjobs Jobs Waynesboro Austinjobs ↗](#)
10. Application Engineer [Googleforjobsposting Jobs Waynesboro Googleforjobsposting ↗](#)
11. Application Engineer [Riskmanagementjobs Jobs Waynesboro Riskmanagementjobs ↗](#)
12. Application Engineer [Czechiajobs Jobs Waynesboro Czechiajobs ↗](#)
13. Application Engineer [Propertyjobs Jobs Waynesboro Propertyjobs ↗](#)
14. Application Engineer [Jobsinindia Jobs Waynesboro Jobsinindia ↗](#)
15. Application Engineer [Physicianjobsnearme Jobs Waynesboro Physicianjobsnearme ↗](#)
16. Application Engineer [Argentinajobs Jobs Waynesboro Argentinajobs ↗](#)
17. Application Engineer [Pandajobs Jobs Waynesboro Pandajobs ↗](#)
18. Application Engineer [Jobslibrary Jobs Waynesboro Jobslibrary ↗](#)
19. Application engineer [Jobs Waynesboro ↗](#)
20. AMP Version of Application engineer [↗](#)
21. Application engineer [Waynesboro Jobs ↗](#)
22. Application engineer [Jobs Waynesboro ↗](#)
23. Application engineer [Job Search ↗](#)
24. Application engineer [Search ↗](#)
25. Application engineer [Find Jobs ↗](#)

