



METAL SHARK
METALSHARKBOATS.COM

JOB OPENING

Sales Application Engineer

Job Description:

Metal Shark is a fast growing company and is expanding its Engineering Department. We are looking for an experienced Sales Application Engineer to support all of Metal Shark's ongoing sales efforts. The individual will be responsible for overseeing the engineering and cost estimating portion of a project's bid, collaborating with individuals across Metal Shark's Sales, Production, and Planning groups. If the employee demonstrates the necessary skills, he or she will be given the opportunity to manage the sales engineering and estimating group as Metal Shark continues to grow.

Minimum Requirements:

- Bachelor's Degree in Naval Architecture, Marine Engineering or similar
- Experience: A minimum of 5 years in the marine industry, with a strong knowledge of marine propulsion and mechanical systems
- Working knowledge of the following software
 - AutoCAD
 - Rhino
 - Microsoft Office (Word, Excel, Project, Outlook)

Responsibilities:

- Support all ongoing sales efforts within Metal Shark, working alongside our business development team
- Specify equipment to be installed onboard vessels
- Develop and maintain an accurate cost estimating tool to include but not limited to:
 - Material cost
 - Engineering hours
 - Production hours
- Provide Business Development with an accurate construction cost
- Refine customer specifications, providing technical expertise to ensure the customers' needs are met
- Develop and/or support concept vessel designs
- Develop accurate design configurations for customer sales quotations through use of CAD software (AutoCAD and/or Rhino3D)
- Review quotes, RFP's, plans and other customer documents to develop and prepare responses for Metal Shark
- Coordinate with Engineering Management to allocate resources to sales proposals as required
- Review and approve all engineering deliverables for proposal submittal