



Applications Engineer

Air Techniques International (ATI), a division of Hamilton Associates, Inc., is the leading designer and manufacturer of air quality testing and monitoring products and services that fulfill our purpose of Protecting People, Products, and Critical Infrastructure. We serve markets that include biopharmaceutical manufacturing (cleanroom production), nuclear energy production, industrial hygiene, and military and counterterrorism applications including respirator mask testing and airborne bio-surveillance. We are the market leader in our more mature product lines, and we are a new entrant to some exciting new markets to be developed. Our business has global reach, with more than half of our sales outside the United States. But we are still a small company with significant room for growth and numerous opportunities for business expansion.

We are in the early days of building and executing an ambitious growth strategy that involves strengthening our core business in HEPA filter leak detection testing for cleanrooms and HEPA filter media integrity testing while broadening our product lines and technology portfolio in new markets, where our products will protect People, Products & Critical Infrastructure against CBRNe terrorist attacks.

We have an opportunity for an **Applications Engineer** to play a pivotal role in helping to sell products to support our continuing growth in the market. As our **Applications Engineer**, this individual will have responsibility for positioning ATI as the technical leader during sales conversations, conferences, and customer visits. Reporting to the Americas Sales Director, and working collaboratively with our service, engineering, product management, and customer service teams, the **Applications Engineer** will be ATI's face to the HEPA filter testing market. Responsibilities include:

- Maintain expert level of HEPA filter testing product and application knowledge.
- Articulate technology and product positioning to both business and technical users.
- Perform pre-sales product demonstrations.
- Perform hands-on testing and analyses of ATI product and competitor performance.
- Represent ATI at industry training courses and technical conferences, give presentations and participate in the technical agenda of conferences and on association committees.
- Work on sales opportunities with Sales and address technical issues to help convert these opportunities to won sales.
- Seek out new applications for automated filter testers.
- Perform technical/ product training for sales channels and customers.
- Provide design and specification development feedback for new products to Product Management and R&D.
- Resolve pre-sales customer issues or difficulties in a manner that is consistent with the company mission, values, and financial objectives.
- Work with marketing to create content for marketing collateral.
- Approximately 25% travel. This could fluctuate from month to month.

JOB QUALIFICATIONS & REQUIREMENTS

- BS degree in a technical field. Master's degree preferred.
- 5+ years of experience in the HEPA filter testing business.
- Proven experience operating photometers, automated filter testers, penetrometers and/or related instruments.
- Membership in CETA, NEBB, ABSA, ASHRAE, AFS, or NAFA preferred but not required.
- Knowledge of relevant ISO, IEST, EN, etc. norms and standards.
- Ability to multi-task, prioritize, and manage time effectively.
- Strong interpersonal skills.
- Proficient with corporate productivity and web presentation tools.
- Excellent verbal and written communications skills.
- Strong listening and presentation skills.
- Must be a good fit for Hamilton Associates, where our hearts, hands and minds are open for each other.

PHYSICAL REQUIREMENTS AND WORKING CONDITIONS

- Light Work
- Walking
- Carrying up to 20 lbs.
- Climbing ladders
- Speaking
- Hearing
- Visual Acuity

COMPENSATION & BENEFITS

We offer an attractive compensation package in addition to a comprehensive benefits program including health insurance, 401(k) Plan with matching and profit sharing, generous paid time-off (PTO) policy, life and disability coverage, plus much more!

CONTACT US

If you are a driven, results-oriented individual seeking an opportunity to play a key role in the continuing growth of a reputable organization, please forward your resume, in WORD or PDF format, along with your salary history/requirements, to us for immediate consideration.

E-mail Address: atisales.resumes@hamiltonassoc.com

AIR TECHNIQUES INTERNATIONAL

A Division of Hamilton Associates, Inc.

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We are an Equal Employment Opportunity (EEO) employer.

Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status.