

Gates Corporation

Job Description

Job Title: Application Engineer, FP

Reports To: Sales Manager,
Country Sales Manager

Location: Rayong, Thailand

Date Created:

03/03/2021

OVERVIEW:

We are searching for an Application Engineer FP who possesses the experience in championing the product application know-how and its related technical specifications to customers, and operate effectively in a matrix environment and have confidence in supporting aggressive growth plans. The person should have a consultative and collaborative style, proven track record / achievement. We are only shortlisting driven, resilient, enterprising, agile and motivated individual who wants to be part of a growing company.

THE ROLE

This role is responsible for executing accounts conversion strategies and actions plans to drive new products adoption and initiate product changeover from competitors' through technical merits, together with Regional functional leaders (i.e. Innovation, Operations, Finance, HR, IT and Supply Chain) to achieve overall organization's objectives. In addition this role would have to liaise with Multi-discipline team including support functions, to delight our External stakeholders.

YOUR RESPONSIBILITIES:

The responsibilities of the role are to implement the required action plan, manage technical pull-through activities to support efforts to achieve increased market awareness on Gates Fluid Power (FP) industrial products and to generate sales opportunities in the assigned segments of FP. The role shall carry out tactical activities to expand industrial original equipment manufacturer and replacement customer accounts in the identified market segments. In addition, it is to support key tasks, including Sales and Marketing that are aligned with Regional vision and aspirations.

The assigned territories include Fluid Power businesses in Thailand. This individual is expected to support the existing business in the next few years.

The Application Engineer's specific responsibilities will fall into three primary areas:

Maximum 3 pointers per accountability

Accountability #1: Customer (Internal / External Stakeholders)

- Convince stakeholders(target audience) with technical proposals on the benefits and overall savings through adoption of Gates products
- Offer technical assistance in customized product design & developments for customers
- Support sales to resolve conflicts, product use, customer complaints in a timely manner products with support from sales personnel and multi-functions

Accountability #2: Process / Performance

- Generate sustainable pipeline of leads and opportunities from various sources to drive new business opportunities in assigned target segments
- Report up to date developments in marketplace and competitor activities
- Maximise face time (80%) with channel distributors/end customers/prospects to build positive relationship and generate business opportunities

Accountability #3: People

- Maintain amicable working relationship with key personnel of channel distributors to attain a strong IFF and IR position for the assigned segments
- Communicate up-to-date information about new products and enhancements, with guidance from the Business Development Manager IPT to channel distributors and target end users
- Assist in joint execution with marketing on targeted marketing events not limited to industry trade shows, technical day, product seminars

KEYS TO SUCCESS:

- Lead with an outside in mindset to place customers in the centre of everything we do.
- Exemplify Gates ethics and core values to develop talents with right skills, knowledge and behavior,
- Advocate reward for performance to drive accountability for sustainable growth
- Design a contemporary and innovative learning environment to attract diverse talent pool.

YOUR QUALIFICATIONS:

This person must have hands on experience in relevant industrial application development in the assigned countries or region.

- Degree in Mechanical Engineering
- Fluent in English
- 0-3 years experience as Application Engineer or Service Engineer (welcome for new graduates)
- Technical expertise with good analytical and problem solving skills
- Good in mathematic calculation, failure analysis, on-site inspecting and technical reporting
- If based in Bangkok, the incumbent must be willing to be based few days a week at our Rayong factory and willing to travel frequently
- Ability to effectively communicate technical information to non-technical audiences
- Proficient in latest MS-Office tools, web-usage and web-based tools

Note: This description is intended to provide a general overview of the position and is not an exhaustive list of duties and responsibilities.

We are firmly committed to the equitable treatment of all our employees and qualified applicants for employment. Equal opportunity in all aspects of employment is one of our firmest and most basic beliefs and we will not tolerate any illegal discrimination, harassment or retaliation. The Company will not tolerate discrimination or harassment on the basis of race, religion, national origin, sex, age, physical or mental disability, marital status, sexual orientation or any other protected class.

Please be advised that Gates Corporation does not accept resumes from third-party recruiters.

Gates Description (for external posting)

WHO ARE WE?

Gates Corporation is the world's leading manufacturer of power transmission belts and a premier global manufacturer of fluid power products. Our highly engineered products are critical components used in diverse industrial and automotive applications where the cost of failure is very high relative to the cost of our products.

We sell our products globally under the Gates brand, which is recognized by distributors, original equipment manufacturers, and installers as the premium brand for quality and technological innovation, a reputation which we have built for over a century since our founding in 1911.

Our products and services serve customers in the following end market segments:

- Energy, Exploration & Extraction (Oil & Gas)
- Infrastructure & Agriculture (Mobile Equipment)
- Transportation (Fleet & Heavy-Duty)
- Automotive (Passenger Cars & Light Trucks)
- Process & Specialty (Manufacturing)

As an engineering leader with a strong foundation in research and development, Gates is committed to advancing the science of motion performance by developing safe, forward-thinking products, services, systems, and solutions, as well as fostering long-term customer and employee relationships. Headquartered in Denver, Colorado, Gates employs over 14,000 people across 106 locations in 30 countries.

Help us dream, create, innovate, build, and broaden possibilities. Never has our work been so critical to progress, change, and a thriving economy. You can be a part of the story. And we can help you find what moves you.

<http://www.gates.com/about-gates>

<http://www.gates.com/about-gates/careers>

Contact Person:

Kanyawat Laohor : Kanyawat.Laohor@gates.com

Khanissara Monthapong : Khanissara.Monthapong@gates.com

Gates Unitta (Thailand) Co.,Ltd.

Eastern Seaboard Industrial Estate (Rayong)

64/86 M.4, T. Pluakdang, A.Pluakdaeng, Rayong 2114

Tel. 038-954361 ext. 111 or 110