

EMbaffle BV Job Description

POSITION: Sales Engineer/Heat Transfer Specialist

LOCATION: Amsterdam, Netherlands, with requirement for international travel.

DESCRIPTION OF DUTIES

The ideal candidate will have unfired heat transfer specialist background and experience with shell & tube exchangers including working knowledge of HTRI, TEMA, API standards and ASME.

The successful candidate will serve as a consultant on heat exchanger rating, design, technology development and the resolution of field problems experienced by end users in a fashion that exemplifies integrity and straightforwardness. This will be handled in a direct and indirect sales model working in conjunction with existing EMbaffle Licensees located worldwide including supporting our Houston and Calgary offices as appropriate. The Sales Engineer will also assist the aforementioned Licensees develop strategy and marketing plans.

Serve as a mentor in assisting licensee heat transfer engineers to conduct proper EMbaffle design/specification work which enables them to identify and recommend successful EMbaffle application opportunities.

Establish working relationships and build networks with primary end customers including operators and EPC contractors in the downstream refining industry, petrochemical, and concentrated solar power sectors. Develop inroads into Process Licensors (UOP, Technip, Shell, COP, etc.) with the objective of having EMbaffle Technology specified as an integral part of their technology packages. Develop Greenfield as well as Brownfield/upgrade/revamp markets and potential niche markets such as solar power and geothermal. Drive business growth of the company to increase enterprise value leading up to trade sale within short to medium term.

Serve as a spokesman for EMbaffle Technology attending various trade shows, professional society activities and conducting periodic training courses as directed by the Business Development Manager. Participate in various presentations with the intent of educating end users of EMbaffle Technology.

Serve as a mentor to all EMbaffle employees regarding heat transfer fundamentals and develop an excellent working relationship with employees and contractors. Ensure quality control vis-à-vis peer review on all work products before final delivery.

This job will entail both European and occasional worldwide.

EXPERIENCE AND QUALIFICATIONS

A minimum of 10-years of work experience as a heat transfer specialist with a Mechanical, Chemical or Process Engineering degree or related discipline. Sales experience including some commercial and contracting knowledge essential. Must have excellent communication & organisation skills and be a self-starting, team player.