



SUPPLY COMPANY, INC.  
13836 Parks Steed Drive  
Earth City, MO 63045  
(314) 298-1114

## ENGINEERING LIAISON

KSCI is seeking an individual with a technical and engineering background to join our growing team as a ENGINEERING LIAISON.

Candidates with an interest in the engineering side will provide application and technical support to the engineering, architectural, contractor, estimating communities for the HVAC products our company represents.

### Preferred Education and Experience Qualifications:

- **Mechanical Engineer**
- **HVAC Sales and/or Engineering experience (Preferred, but not required)**
- **Minimum: Associates Degree in engineering, engineering technology or construction management.**
- **Knowledge of the design and operation of the HVAC systems a plus.**
- **Familiar with the sales process, sales support, technical support and customer service.**
- **Experience with computers and web-based programs.**

### Main Duties:

- **Building relationships and training with current customers while seeking new customers in the Engineering, Architectural and Contracting community.**
- **Provides guidance and technical assistance as well as product information for customers as required to meet their needs. Have an excellent understanding for our products capabilities and limitations.**
- **Prepare quality and accurate cost estimates, prices, proposals and supplemental information for HVAC projects.**
- **Reads and understands plans, specifications and addenda to complete accurate quotations.**
- **Document and organize work by maintaining files for each project.**

### Other responsibilities may be:

- **Preparing submittals, prepares and releases orders, track orders for customers.**
- **As needed: Communicate shipping information, expedite shipping when needed, follow up on shipping damage and warranty claims, etc.**
- **Other duties as required or assigned by management**

### Skills, Qualifications and Working Environment

- **Exceptional Sales and Inter-personnel skills.**
- **High level of drive, assertiveness, resilience and determination**
- **Organized.**
- **Is a motivated self-starter and self-motivated.**
- **Works well with minimal direction.**
- **Committed to servicing the customer and getting the job down correctly.**
- **Attention to detail.**
- **Address and resolve questions, concerns and problems quickly and diplomatically.**
- **Able and willing to put in the time required to accomplish our mutual goals.**

### Travel:

- **Initial training requires visiting 3 to 4 manufactures facilities for 2-3 days visits.**
- **Travel to engineers, architects and contractors offices to train them on our products.**
- **Minimal travel to jobsites.**

You may be required to occasionally lift and/or move up to 50 pounds.

Salary: Based on experience

Product training and support will be provided by KSCI.

If you are interested in the unique opportunity please send resume to: [training@kuhlmannsupply.com](mailto:training@kuhlmannsupply.com)