

Estimating and Application Engineer

Job Type: Full Time

Qualifications:

- Driver's License (Required)
- Bachelor's Degree in Engineering, Construction Management, or Related Field Preferred or an Associate's/Technical Degree with Relevant Experience
- Proficient in Reading and Interpreting Construction Plans and Specifications (Preferred)
- Experience in HVAC, Piping, and Controls (Highly Desirable)

Benefits:

- 401(k) (After One Year Employment)
- 401(k) Matching (After One Year Employment)
- Provided Business Cell Phone
- Provided Business Laptop
- Flexible Spending Account
- Mileage Reimbursement
- Paid Time Off
- Paid Training
- Parental Leave
- Base Salary plus Monthly Uncapped Commissions

Company Background:

Apex Industrial Solutions is a manufacturer's representative and distributor of industrial engineered equipment. We provide our customers with the tools they need to improve and streamline their processes and make their businesses more successful. We work across the board specializing in: dry bulk material handling, boilers – steam - condensate, valves and actuators, sanitary processes, and instrumentation.

Position Summary:

You will work closely with the Outside Sales team to save them time by performing office roles so they can spend their time on the road selling. This role requires a mix of technical expertise and strong communication skills, focused on supporting the sales team in estimating, quoting, and selecting appropriate equipment for projects.

We are looking for talented individuals who share the Apex passion for being your best and achieving your full potential. Your responsibilities at Apex will include:

1. Estimating Responsibilities:

- **Bid Process Management:** Oversee the estimation and bid process for various projects.
- **Project Review:** Review construction plans and specifications to create accurate product selections and take-offs.

- **Vendor Coordination:** Work with manufacturers and the sales team to select and quote equipment.
- **Quotations:** Price and prepare customer quotations based on project specifications.

2. **Application Responsibilities:**

- **Equipment Selection & Sizing:** Select and size mechanical, control, and process equipment based on customer requirements.
- **Technical Consultation:** Provide technical advice to customers on proper system and equipment selection.
- **Submittals:** Prepare product submittals for review by customers, engineers, and owners.
- **Project Management Support:** Assist the sales team in managing projects from design through to installation and troubleshooting.
- **Order Processing & Installation Support:** Work with the team to close and process orders, as well as assist with installation and troubleshooting.

Ideal Candidate:

- The ideal candidate will have a strong technical background in the mechanical, HVAC, piping, or controls sectors.
- Prior experience in construction or a related field is essential, along with the ability to communicate technical specifications to both customers and internal teams.
- Ability to support the sales team, ensuring accurate quotes, project timelines, and seamless transitions from design to installation.

Additional Perks:

- Our close-knit team works together to make sure each member receives the best opportunities to succeed in their position
- As a family-owned company, we understand the value of making time with your family. We offer the flexibility you need to make that happen and encourage our team to take advantage if necessary
- Apex conducts annual performance reviews to discuss goals, earning potential, and bonus incentives
- We have a chiropractor on-site every Monday. You will receive a complimentary Costco membership. And a free pair of work boots will be provided.

Apex has been in business since 2009 to fill the need for knowledgeable and personable customer service in the industrial sector. If you are interested in learning more about Apex, please see our website at www.ApexSolutionsMN.com.

Send your resume to Ashley@ApexSolutionsMN.com and cc Ken@ApexSolutionsMN.com . All inquiries held confidential. Apex Industrial Solutions, Inc. is an equal opportunity employer.