



BETE FOG NOZZLE, INC
50 GREENFIELD STREET
GREENFIELD, MA
01301 USA

Position: Spray Solutions Engineer

Status: Salaried, Monday thru Friday

Summary:

Act as a technical liaison between customers' needs and BETE's capabilities. Work with a wide variety of customers in many industries from Fortune 100 companies to small businesses, each with their own specific needs. Work to understand those needs and leverage BETE's extensive manufacturing capabilities to meet them with either standard or custom products. To accomplish this, the ideal candidate must have excellent organizational and time management skills and be able to communicate well with a wide variety of people. Success also requires development of close working relationships with Design Engineering, Sales, and Manufacturing.

Responsibilities:

- Learn and understand spray nozzles - how they're made, their performance characteristics, and the importance of those characteristics in each application.
- Quickly establish a professional working relationship with customers
- Employ your communication skills to work through technical spray problems with customers to learn the important aspects so that you can make the most appropriate recommendation for the situation.
- Manage the technical aspects of quotation preparation.
- Visit customer sites a few times per year; observe an extremely wide variety of applications in numerous industries and make spray recommendations that will help customers improve their processes.
- Identify opportunities for new product development.
- Manage projects to develop new custom spray products and fabricated assemblies.
- Assist in training Sales partners and customers on technical aspects of nozzle use, both theoretical and practical
- Continually improve BETE processes to make the customer's experience easier and more beneficial for them.

Qualifications and Skills:

- Ability to define, analyze, and solve technical problems using engineering skills.
- Ability to clearly communicate information to a variety of people.
- Ability to quickly learn, retain, and use product knowledge.
- Comfortable with quickly learning and using a variety of software packages.
- Great organizational and time management skills
- Ability to train others and evaluate their level of understanding.
- Ability to travel a few times per year.

- Completion of a four-year degree in an engineering or science discipline or equivalent professional experience
- Fluids background a plus
- Experience with a pressure fabrication code (ASME B31.3, B31.1, BPVC Sec VIII-1, etc.) a plus
- Experience with NetSuite CRM a plus

Benefits to working with BETE:

A competitive benefits package that includes: 401(k) Retirement Savings Program (includes 25% company match), Health and Dental Insurance (after 30days), Flexible Spending Account and Dependent Care Spending Accounts, Life and AD&D Insurance(s), Employee Assistance Program, Company Paid Life Insurance, Vacation Time, Sick Time, Employee Referral Program, Tuition Reimbursement, Bi-Annual Discretionary Bonuses (June & December), 8 ½ paid holidays, On-site fitness facility, and All Employee Annual Fall Company Outing.

If you meet the requirements outlined throughout the position descriptions above and are interested in working for a well-established, successful, and progressive local area business, we would be delighted to hear from you.

To apply, simply click on the “Apply Now” tile on the Career Opportunities page; here you can submit your contact information and a cover letter/resume to our recruiting team. Or you can email a copy of your current cover letter/resume to our team at hr@bete.com someone will be in touch with you shortly thereafter.

We are an Equal Opportunity Employer. M/F/D/V