

Application Engineering

Sarnia, ON

Lakeside Process Controls Ltd. ('Lakeside') is recognized as a market leader, providing complete automation solutions to a wide range of industries. Our capabilities in process management and industrial automation enable us to solve our customers' process automation challenges, keeping their operations running safer.

Our solutions range from devices that measure and relay diverse physical and chemical conditions, devices that control flow of materials, networks that transmit event-related information, to process control systems that collect information and trigger necessary actions to ensure continued operations.

Lakeside's success is due to its exceptional people. Our skills and passion for our work is the key to our strong business results. Our commitment to a culture of integrity, teamwork and collaboration is what drives our continued and sustainable growth.

We seek individuals who are engaged, capable and committed to continuous improvement.

If this sounds like you, apply today and discover your potential with Lakeside!

To apply, please visit our website [here](#)!

What you will be doing in the role of Application Engineering and Sales:

Your responsibilities may include, but are not limited to:

Primary Responsibilities

- Working with customers to understand their needs in specific applications, including making recommendations as to which products to use
- Providing written quotations and proposals to customers based on equipment or services selected
- Performing necessary performance calculations and analysis, troubleshooting processes or product-related issues
- Ensuring proper execution of an order from quotation to final shipment
- Regular follow-up with customers to maximize conversion rate
- Regular use of Customer Relationship Management (CRM) software to track sales activities
- Build strong relationships with customers to understand their needs and provide tailored solutions.
- Identify upselling and cross-selling opportunities during technical discussions.
- Act as a technical liaison to customers via face-to-face meetings, phone calls, and email correspondence.
- Collaborate with the sales team to develop and execute strategies that drive bookings growth.

Other Duties

- Promoting specific product lines
- Gathering and maintaining competitive intelligence in specific markets
- Product training in specific types
- Providing customer education (schools and seminars)

Knowledge and skills required for the role:

- University Undergraduate Degree in Mechanical or Chemical Engineering or Technologist Diploma in an Engineering discipline
- One to Five (1-5) years' experience in the field
- Strategic thinking
- Effective communication skills
- Negotiation and networking skills
- Analytical skills
- Customer-oriented
- Results-oriented

What we give YOU!

- Flexible working schedules, including **hybrid remote work** programs
- A **competitive compensation** package, with RRSP-matching
- Comprehensive **benefits coverage** (medical, dental, vision, EAP & on-demand virtual health care)
- A culture that promotes healthy **work-life balance** with above-market **paid time off**
- A structured **training and development** program and opportunities for continuous learning
- Opportunity to participate in an award-winning **wellness program!**

***Lakeside Process Controls Ltd. is committed to employment equity and welcomes diversity.** We believe strongly in celebrating the different perspectives and experiences that come along with having a diverse network of employees, and encourage applications from all qualified individuals, including: persons with disabilities, Indigenous persons, women, and members of visible minorities.*

If you require accommodations to complete an application, please contact Human Resources at human.resources@lakesidecontrols.com and we will work with you to meet your accommodation needs.