

Process, Systems and Solutions – Application Engineering, Intermediate

Mississauga, 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 Process, Systems and Solutions – Application Engineering, Intermediate:

Your responsibilities may include, but are not limited to:

- Provide technical support, solution design, and quotations to customers—focusing specifically on Automation and Control System Solutions.
- Lead inside-sales-driven opportunities for defined accounts by building relationships, promoting new products/solutions, and identifying growth opportunities.
- Translate RFQs and customer objectives into fit-for-purpose automation solutions, including controls architecture and scope definition. Working directly with our DeltaV DCS install base customers.
- Provide core control-system engineering input to support accurate quoting (e.g., P&ID review/markup, panel and wiring/schematic design input, instrumentation specification review, and planning for brownfield tie-ins/upgrades and commissioning considerations).
- Prepare clear, professional proposals/quotes (including complex, multi-line BO-style quoting) and ensure pricing aligns with current

standards and commercial guardrails.

- Apply engineering theory and independent judgment to plan work, assess technical/commercial risks, and support sound decisions on applications and projects (including margin/value considerations). Previous experience designing and working directly with control panels is an asset.
- Support consistent, repeatable pricing by incorporating commercial “knowns,” and use shared tracking/tools to manage workload and keep proposal commitments visible across the team.
- Support lifecycle needs by identifying and driving renewals, preparing renewal proposals, and positioning upgrades and support agreement options (e.g., annual vs. multi-year scope and service cadence preferences).
- Act as a subject-matter resource on Emerson/Lakeside tools and processes; support peers in best practices and proper tool usage.
- Maintain competitive and industry insight to inform recommendations and pricing strategies.
- Participate in after-hours on-call rotation (eligible) and occasional site visits; periodic warehouse/inspection activities may be required.

Knowledge and skills required for the role:

- University degree in Engineering or a Technologist Diploma in an engineering discipline.
- 4+ years in an Application Engineering role with demonstrated customer exposure and varied scenarios.
- Deep technical knowledge in at least one Emerson Business Unit and proficiency with Emerson and Lakeside internal tools.
- P.Eng. designation is an asset (not mandatory)
- Diagnostic information gathering, analytical thinking, decisiveness, and thoroughness.
- Complex, independent problem solving and strategic/commercial mindset (pricing, margin, value).
- Clear written and verbal communication; confidence delivering customer seminars and internal training.
- Customer orientation, results focus, teamwork, and personal credibility; ability to quickly learn new tools and processes.
- Knowledge of health & safety principles and employment standards is an asset.

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!

Commitment to Diversity

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.

How We Review Applications

AI tools may be used to assist in the screening of applicants for this position. Final hiring decisions are made by our recruitment team.

Existing Vacancy

This posting is for an existing vacancy that our team is actively recruiting for.

Pay Type: Salary

Hiring Min Rate: 70,000 CAD

Hiring Max Rate: 90,000 CAD