

Function Senior Applications Designer

Department Sales

Job Description

Reporting to the Applications Engineering Manager and located in our Boston office, the Senior Applications Designer provides application support to ensure that specified Lumenpulse products meet or exceed the requirements of a wide variety of architectural lighting projects. A wide range of technical and application support activities will be required from project pre-design and specification through installation and follow-up. In addition to product application support, the Senior Applications Designer will also be expected to assist with technical matters related to control systems as well as any custom requirements of a project. In addition, internal technical training and support will be provided to more junior members of the support team. The travel requirement for the position is expected to be approximately 30% of the time for onsite project coordination and trouble shooting.

Key Responsibilities

- Works with our customers and our Sales Representatives to understand the requirements of projects thereby providing the appropriate technical and application support to ensure all objectives are met.
- Offers technical assistance and application guidance to the customer throughout the entire project.
- Acts as a liaison between customers, members of the sales team as well as other Lumenpulse departments to ensure the project is well managed and coordinated.
- For large scale projects, will be expected to plan and schedule project timelines and milestones.
- Design, specify and coordinate installation of lighting control systems
- Participate in project mockups onsite or in house
- Ensures each project is registered in company's computer system and documents are complete, current and stored appropriately.
- Assist in providing a variety of relevant technical and project information including point-by-point photometric studies.
- Coordinate with internal technical resources to set up and deliver technical data such as; specification sheets, 3D photometric studies, etc...
- Working along side our inside sales team, assist in the preparation and delivery of detailed proposal / quotation packages.
- Participate in regular project status meetings ensuring that the sales team and Applications Engineering Manager is well informed of project status.

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- Participate in all discussions regarding custom products or other non-standard modifications to ensure best solution is determined,
- Ensure technical and manufacturing coordination on large scale projects.
- Ensure timely and technically correct coordination with any 3rd party integrators. (Show programming, Control Systems)
- Provide after sales technical support services whenever needed.
- Conduct project post mortems and create recommendations
- Provide training to Agents and Integrators.
- Assess training needs and provide Application/Sales Engineer training.
- Recognize areas for process improvement and develop plans for implementation.
- Take charge, upon request, of certain special projects.

Position Requirements

- Bachelor's degree (B.A.) from a four year college or university in mechanical, electrical, optical or industrial engineering
- 4+ years experience with lighting controls and/or building management systems design, specification and installation support
- 6+ years of relevant experience with a minimum of 5+ years specifically as a sales or application engineer. Any exposure to Lighting design, LED technologies and/or lighting project application engineering would be a plus
- Significant experience with AGI32, AutoCAD along with working knowledge of a 3D drafting tool such as Solid Works, Mechanical Desktop or equal
- Strong written and oral communication skills
- Experience with Microsoft platform business software. I.e.: Excel, Word, Outlook.
- Comfortable in the dynamic atmosphere of a high-growth, product organization with a rapidly expanding customer base.
- Experience at working both independently and in team-oriented environments.
- Ability to define problems, collect data, and to interpret an extensive variety of technical information in mathematical or diagram form with the resultant conclusions then being comfortably presented to both Lumenpulse management as well as customers.
- Can easily conform to shifting priorities, demands and timelines as a result of well-developed analytical and problem solving capabilities.
- Approximately 30% travel requirement

Visit our website at www.lumenpulse.com. Interested applicants please email resumes to wvansciver@lumenpulse.com.