



## Sales Application Engineer

### Mechanical Systems & Customer Solutions

#### About Us

For over 50 years, Air Radiators has been designing and manufacturing innovative heat transfer and air movement solutions for customers across Australia and around the world.

Part of the Adrad Group, an ASX-listed Australian manufacturing success story, Air Radiators is a market-leading designer and manufacturer of custom-engineered cooling systems serving the mining, power generation, defence, rail, transport and industrial sectors.

#### What makes us different?

We don't sell products from a catalogue.

Our customers come to us with unique challenges, operating environments and performance requirements. We work alongside them to understand the application, develop the right solution and then manufacture equipment specifically designed for their needs. Every application is different. Every solution is different.

#### About the Role

This role sits between engineering and sales.

It is ideal for someone who enjoys solving customer problems, developing technical solutions and building long-term customer relationships.

It is not a business development role and it is not a detailed design engineering role.

As a Sales Application Engineer, you will work directly with customers to understand their equipment, operating conditions and thermal management challenges. You will perform thermal selections, develop practical solutions, prepare quotations and guide opportunities through to engineering handover.

You will become the customer's trusted technical advisor, helping solve complex challenges while working closely with engineering, manufacturing and project teams to deliver successful outcomes.

The role is highly varied and offers the opportunity to work on a diverse range of applications across mining, rail, defence, power generation and industrial markets.

#### What Makes Someone Successful in This Role?

A strong understanding of engineering principles is important.

However, success in this role requires more than engineering theory.

The people who are successful in this role have a genuine interest in understanding how mechanical equipment operates in the real world. They understand engines, cooling systems, machinery and industrial equipment through practical experience as well as engineering knowledge.

They enjoy asking questions, understanding customer challenges and developing solutions that work in the field.

They are naturally curious, commercially aware and take pride in helping customers solve problems.

[www.airradiators.com](http://www.airradiators.com)

#### Key Responsibilities

- Work directly with customers to understand equipment, applications and operating environments
- Develop practical thermal management and air movement solutions
- Perform thermal selections, engineering calculations and product sizing
- Prepare technical proposals, quotations and cost estimates
- Work closely with engineering, manufacturing and procurement teams to develop engineered-to-order solutions
- Follow opportunities from enquiry through quotation to order placement
- Build and maintain long-term customer relationships
- Act as the customer's advocate within the business
- Support customers through project delivery and technical problem solving

#### About You

- You may currently be working as an:
  - Sales Application Engineer
  - Application Engineer
  - Technical Sales Engineer
  - Project Engineer
  - Mechanical Engineer
  - Field Service Engineer
- Or started your career in a trade and have progressed into engineering or technical sales
- Most importantly, you enjoy solving customer problems and developing practical solutions

#### Skills & Experience

- Mechanical Engineering qualification, trade qualification or equivalent industry experience
- Experience in applications engineering, technical sales, customer-focused engineering or solution development
- Strong practical understanding of engines, cooling systems, industrial equipment, mobile equipment or mechanical systems
- Ability to understand how equipment operates in real-world environments and apply this knowledge to customer solutions
- Strong communication and relationship-building skills
- Commercial awareness and a customer-focused mindset
- Experience working with engineered-to-order products will be highly regarded

#### How to Apply

Please submit your resume and cover letter to [recruitment@airrads.com.au](mailto:recruitment@airrads.com.au) with Sales Application Engineer in the subject line.

