

COMPANY PROFILE

Demaas Tech Center Pvt Limited is an Engineering company registered in India and working as an back office support to a Dutch Company called FPX Solutions with its headquarters in the Amsterdam. FPX Solutions have two manufacturing units; i.e. in Rotterdam & Rijen as well as an office in Dubai, U.A.E for Middle East market. We are focused on the following five business segments:

1. Water Treatment Plants

We have years of experience in the technology of Drinking Water, Waste Water and Process Water and have affordable, personalized solutions in Water Filtration and Water Treatment (Reverse Osmosis, Ultrafiltration, Dissolved Air Filtration, Ozone and UV filtration). We develop and produce equipment for various applications and as per the specific needs of our customers. We have references in Western Europe, Middle East, Eastern Europe and CIS countries.

2. FLUID MANAGEMENT (Centrifugal and Positive displacement pumps)

We offer centrifugal pumps, system solutions and services to the specific needs of customers in the respective market segments. Our production sites ensure parts can be supplied in quick time globally. We are active in Power sector, Water & Waste water sector and we are looking for cooperation with your company for supply of Metallic Volute, Boiler feed water and condensate Extraction pumps. I am attaching our production program for your ready reference and interest.

3. Valves (API and Non API)

4. Mechanical Power Transmission Products

5. Power Generation products

We are engaged in Manufacturing, Sales, After market i.e. Upgrades, Spare Parts and Service. We have products for Building Services (Residential & Commercial), Water Management, General Industry, OEM's, Machine Builders, Water & Sewage Treatment Plants. Global operations are managed through strategic partnerships, agents and distributors, thereby easing business for customers and end users.

CAPABILITIES

Our manufacturing unit in Rotterdam has been certified by Oil Majors for products supply in Refineries, Power plants & Petrochemical plants. In this plant, pump performance testing for Horizontal as well as Vertical pumps is possible for power up to 1 MW.

FIELD SERVICES

We offer service for the industrial equipment like pumps, valves, steam turbines, gensets, mechanical seals and more. Vibration analysis, laser alignment, on-site issues, Field inspections & analyses, Condition monitoring is offered to clients as per their requirements. We offer System Engineering & Consulting, Assembly, Commissioning, Repairs, Retrofit, Annual Maintenance Contracts and Installation Services

Website: <https://www.fpxsolutions.com>

The Role: Application Engineer

Role of application engineer will be very exciting and playing a key role in growth of the companies and thereby accomplishing self-growth. Application Engineers are responsible for preparing techno commercial offer for the products. The application engineer must work in collaboration with marketing and design team and offer necessary support as per the market requirements.

Shall have an opportunity to visit FPX solutions headquarters along with its manufacturing units and branch offices time to time for collaboration of application activities and customer meetings.

Job Location: Pune, India

Essential Duties/Principal Responsibilities:

- Complete offer making for the assigned products with effective use of CRM tools (Salesforce, Zoho, etc.) and pump selection software's.
- Prepare P&IDs wherever required in the technical offers.
- Maintain expert level of product knowledge and application.
- Provide design and specification development support to consultants, integrators, and distributors.
- Respond to functional and technical elements of Design inputs and purchase requisitions.
- Maintain accurate records of target accounts, opportunities, quotes, projects, contacts and correspondence in company CRM
- Travel to project sites to preform start-up, integration, and training services if necessary.
- Technical Evaluation of Client and vendor Purchase Order and order execution
- Post order execution including order handling and co-ordination for logistics activities.

Minimum Qualifications: Education, Experience, Skills, Abilities, License/Certification:

- Graduate in mechanical engineering with 6-7 years Industrial experience
- Minimum 2 years with MNC exposure in Mechanical Industries with experience in the application engineering, and selection of centrifugal pump & rotating machinery
- Must have a solid understanding of basic electrical and mechanical control systems
- MS Office – Word, Excel, Power Point, Outlook, MS Projects, etc.
- Autocad, will be added advantage

Additional Responsibilities:

- Resolve customer issues or difficulties in a manner that is consistent with the company mission, values, and financial objectives.
- Maintain professional business relationships within target accounts.
- Provide status of ongoing projects and future projects.
- Extending support for installation, testing and commissioning of system as applicable.

Important competencies required

- Good written and communication skills in English.
- Innovative, ability to work in a team
- Result oriented, self-motivated
- Ability to handle multiple projects, high volume activity and establish priorities in a changing environment.
- Pressure handling capacity
- Willing to travel and work from Client site when required.

Required Knowledge

- Knowledge of commonly used concepts, practices, and procedures about mechanical design aspects, application engineering, pump selection software's.
- Knowledge about Drawing & drafting software's such as Auto CAD etc. shall be an added advantage.
- Knowledge about international Engineering Codes & Standards.
- Product / component costing.
- Competitor benchmarking