



**GRISWOLD  
INDUSTRIES**



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## **GRISWOLD INDUSTRIES**

Applications Engineer (Costa Mesa, CA)

**Opening Date: 03/24/2021**

**Job Summary:**

Under minimal supervision, provides technical sales and service support for Sales and Sales Agents for assigned territory; and performs related duties as assigned.

**Reports to:**

Sales & Marketing Manager

**Examples of Duties and Responsibilities:**

- Serves as advisor to sales and sales agents on all technical service or sales problems, as well as special applications of company products;
- Evaluates product needs and specifications given systems-level requirements;
- Participates in local or national trade shows;
- Evaluates technical specifications and performance levels of various products;
- Makes technical presentations at products engineering seminars or service training schools, and FAST group visits;
- Maintains and distributes technical software such as cavitation, valve sizing analysis or valve performance analysis;
- Provides input and support to new R & D engineering products and existing product performance;
- Provides feedback on existing products and input on new e-Line products;
- Provides technical marketing assistance to Marketing Department pertaining to new product literature and web content;
- Assists with creation of technical documentation including technical manuals, operating instructions, etc.;
- Provides startup assistance to field sales personnel, particularly on electronic products either directly or over the phone;
- Communicates with and assists Engineering Department regarding product support and development;
- Regular punctuality, attendance, and absence reporting in conformance with company policies is essential to the successful performance of this position; and
- Fully comply with company rules, policies, procedures, and safety guidelines to ensure safe and effective operations.

**QUALIFICATIONS GUIDELINES:**

Any combination equivalent of, but not limited to, the following:

**Experience/Training/Education:**

- Equivalent to a bachelor's degree in Electrical or Mechanical Engineering or a related field; thorough experience in field sales, engineering and service principles and practices; and considerable experience in technical sales, training, and presentation of products and systems applications.

**Knowledge/Skills/Abilities:**

- Considerable knowledge of methods, practices, and tools of the instrumentation trade;
- Knowledge of instrumentation, PLC, SCADA systems, and controls systems as they pertain to water distribution systems;
- Experience working with 4-20mA, Modbus, and Ethernet IP communication;
- Experience with IEC 61131-3 programming language;
- Experience in working with Wonderware software;
- Considerable knowledge of water distribution operating systems, including pumps, valves, tanks, piping, fittings, and related components;
- Knowledge of hydraulic control valve operation methods and procedures;
- Knowledge of valve applications, installation, operation troubleshooting, and maintenance procedures;
- Knowledge of basic manufacturing methods and product field applications;
- Able to explain operation methods and product field applications to customer representatives, engineering personnel, water district supervisors, and sales personnel both verbally and in writing;
- Able to communicate effectively and work cooperatively with other department representatives;
- Able to read and interpret blueprints, engineering drawings, schematics, and project specifications;
- Able to structure and organize training programs to meet established goals;
- Able to travel domestically and internationally, as needed, to perform training and/or sales presentations or startups; and
- Knowledge of company sales practices and operating procedures.

**Physical Requirements:**

- Ability to climb to different work site locations to demonstrate equipment applications, evaluate systems operations, and troubleshoot the causes of major problems;
- Ability to operate a motor vehicle; and
- Ability to perform essential functions of the job, as defined;
  - Reasonable accommodations provided upon request.

**Special Requirements:**

- Ability to travel on company business as required; and
- Possession of a valid driver license and passport;
  - Must have and maintain an acceptable driving record.

## Company Overview

Since 1936, Cla-Val has been a leading manufacturer of automatic control valves, serving customers throughout the world. Our commitment to excellence shows in each valve we manufacture and in the many new products we introduce each year. Main industries served include Waterworks; High Rise Building Fire Protection; Offshore Fire Protection; Aviation Fueling; Marine; Mining and Industrial. Visit [www.cla-val.com](http://www.cla-val.com) for a comprehensive product overview, a summary of our capabilities and services and access to hundreds of technical documents.

<b>Website</b>	<a href="http://www.cla-val.com">http://www.cla-val.com</a>
<b>LinkedIn</b>	<a href="https://www.linkedin.com/company/cla-val/">https://www.linkedin.com/company/cla-val/</a>
<b>Industry</b>	Mechanical or Industrial Engineering
<b>Headquarters</b>	Costa Mesa, CA
<b>Type</b>	Privately Held
<b>Founded</b>	1936
<b>Specialties</b>	Valve Manufacturing

## How to Apply

To apply, please visit: [www.cla-val.com/careers](http://www.cla-val.com/careers).