



## THE POSITION

We are looking for an Applications Engineer to convert opportunities into revenue across all products and services.

## KEY ACCOUNTABILITIES

- Be the trusted partner of the customer by fully understanding Lambert's core competencies in order to effectively create, present and communicate solutions along with technical features and benefits.
- Deliver technical solutions and roadmaps taking into account technical and commercial risk.
- Deliver technical presentations of the concept, features and benefits to demonstrate our winning technical approach to both the solution and technical roadmap.
- Deliver project costings through the use of established tools and experience.
- Manage tender delivery by creating appropriate virtual teams to ensure we deliver.
- Support project teams during implementation phases with strategic and technical leadership to ensure Lambert delivers the winning strategy, truly understands and maintains the technical roadmap and delivers highly successful projects and business relationships.

## DESIRED SKILLS & EXPERIENCE

A proven, high level of skill in the following areas:

- Understanding of general engineering, machine building processes and project lifecycle.
- The ability to conceptualise complex and value added automation solutions, through application and development of innovative in-house processes and incorporating the best technology available.
- Experience of presenting technical solutions, company presentations and USPs when supporting the Sales Team.
- A proven, high level of commercial awareness.
- Ability to communicate effectively at all levels, adjusting approach or communication channel to suit the circumstances.

**POSITION:**  
Applications  
Engineer

**DEPARTMENT:**  
Sales

**TYPE:**  
Full Time

**LOCATION:**  
**Lambert**  
Station Estate  
Tadcaster  
North Yorkshire  
LS24 9SG  
United Kingdom

## THE PERSON

- A proven, high level of skill in the following areas:
- Understanding of general engineering, machine building processes and project lifecycle.
- The ability to conceptualise complex and value added automation solutions, through application and development of innovative in-house processes and incorporating the best technology available.
- Experience of presenting technical solutions, company presentations and USPs when supporting the Sales Team.
- A proven, high level of commercial awareness.
- Ability to communicate effectively at all levels, adjusting approach or communication channel to suit the circumstances.
- A good understanding of configurable programmable industrial PLC systems

If you would like further information or details of the full job description please contact HR. If you wish to apply please forward a copy of your CV together with a covering letter to [hr@lamberteng.com](mailto:hr@lamberteng.com).