



Job Posting Sales Engineer

Department: Engineering

Job Title: Sales Engineer

Reports to: Engineering Manager

FLSA Status: Exempt

Location: Portsmouth, VA

COMPANY PROFILE

DMI Companies, founded in 1978, is a leading manufacturer of HVAC accessories supplying the commercial, industrial and residential HVAC markets through a vast network of domestic and international distributors. DMI has national standing as an industry leading innovator that possesses integrity and leadership skills which are testaments to the quality manufacturing and operating procedures engaged by DMI Companies. DMI is building a better world for ourselves and our children by providing a sustainable environment through our products, operations and personal conduct.

Linx Industries, a division of DMI Companies, is North America's leading manufacturer of HVAC ductwork. Previously referred to as Lindab USA, Linx is America's single source for Lindab products. Linx operates from its manufacturing hub in Portsmouth, Virginia. Linx Industries provides the construction market with residential, commercial and industrial air distribution solutions. For more information about Linx Industries, please visit www.li-hvac.com.

OVERVIEW

This position will assist the Engineering Manager with providing Engineering support to internal and external customers as well as focus on special projects related to product knowledge, design/augmentation, and testing as well as cost savings.

Responsibilities

- Provide engineering support and/or training to Linx personnel and/or representatives
- Be proficient with Detailing, Take-Off and Estimating functions to develop process improvement, resolve inter-departmental challenges and smooth customer interaction.
- Contribute to expansion of Linx through support of round ductwork versus other shapes, national accounts and through development of industry standards
- Provide engineering support to product testing including testing design, data collection, analysis, reporting
- Engineering tool development
- Represent Linx with ASHRAE
- Additional responsibilities as directed

Travel Expectations

This position requires up to 30% domestic travel

Experience & Competencies

- Strong people and leadership skills to interact with colleagues and cross functional departments
- Ability to influence cross-functional departments without formal authority
- Creative problem solving and dispute resolution skills to resolve complex customer service issues and proactively turning around negative service trends
- Ability to identify and eliminate barriers
- Develop an understanding of internal systems, departments, policies, and procedures and how to correctly utilize those resources
- Clearly communicate to all levels of the organization in both verbal and written form
- Develop ability to identify alternative solutions and meeting deadlines in a real time, fast paced environment
- Develop the ability to foster relationships with external customers at all levels from company owners, to Linx distributors and contractors.

Skills & Education:

- Engineering Degree, preferably mechanical
- Working knowledge of AutoCAD (2D & 3D)
- Exposure to construction/HVAC industry a plus
- Microsoft Outlook, Microsoft Excel, Microsoft Word, Microsoft PowerPoint, AutoCAD among others

How to Apply: email resume and salary requirements to careers@dmicompanies.com