

## Job Description

Job Title: Applications Engineer

Department: IBC Coatings Technologies Inc.

Reports to: Applications Engineering Manager

Position: Exempt (salaried)

Compensation: Commensurate with experience

### About the Company:

IBC Coatings Technologies is an innovative surface engineering company that brings exceptional value to our customers and offers a great workplace for our employees. To learn more about our company, please visit our website: [www.ibccoatings.com](http://www.ibccoatings.com). IBC Coatings Technologies is an equal opportunity employer. Full-time employees at IBC Coatings Technologies qualify for additional benefits like medical, vision, and dental insurance, paid time off (i.e. vacation), and retirement savings options.

### Essential Duties and Responsibilities:

1. Learn and understand all technical aspects of IBC's surface treatment processes (including DLC coatings, PVD coatings, ion plasma nitriding, etc.) to be able to communicate appropriately with customers, expanding relationships and solving new technical challenges.
2. Respond to customer requests for quotes (RFQs) and other technical inquiries.
3. Assist engineering team in managing projects for new applications and product development.
4. Assist process engineers with technical contract review process upon receipt of incoming parts.
5. Coordinate with production manager for implementation and scheduling of new customers into the production schedule.
6. Read and interpret blueprints, technical drawings, schematics, and computer-generated reports.
7. Support and attend trade shows and conferences.
8. Assist the business development team in growing the current customer base through sales efforts (website requests, referrals, targeted marketing campaigns, etc.).
9. Provide reports and forecasts to management.
10. Complete any other projects as assigned by your direct supervisor.
11. Follow all AS9100/ISO 9001, internal quality policies, OSHA safety regulations, and company safety policies.

### Job Requirements:

1. **Must be a U.S. Citizen/Green Card holder.** Sponsorship is not provided for this position.
2. Must have bachelor's degree in Materials Science (preferred) or Mechanical Engineering.
3. 0-3 years of industrial work experience (entry-level).
4. Possess a working knowledge of materials science principles, surface treatment processes, and associated characterization methods (i.e. PVD/DLC coatings, heat treatment, nitriding, thermal diffusion, carburizing, etc.).
5. Must have demonstrated leadership experience and excellent communication skills.
6. Must have excellent organizational skills.
7. Ability to travel as needed (up to 20% of the time).
8. SolidWorks or equivalent 3-D modeling software experience is preferred, but not required.
9. Must be proficient in Microsoft Office software.
10. All employment at IBC is conditional upon results from background and drug testing.

## **Employee Acknowledgement**

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Employee Name (printed)

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Employee Signature

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Date