



Job Description

Job Title: Systems Engineer
Department: Engineering
Reports To: General Manager
FLSA Status: Full Time / Exempt

Verified By:
Approved By: Marc Steiner
Date: 6/29/2018

Basic Function

Identifies customer needs and requirements; develops engineering adaptations of products, equipment, and services to provide best-fit product solutions for KITCO customers across all business segments.

Responsibilities

1. Provides product, service, or equipment technical and engineering information by answering questions and requests for custom fiber optic, electrical and hybrid cable assemblies.
2. Prepares cost estimates by studying blueprints, plans, and related customer documents; consulting with engineers and other professional and technical personnel.
3. Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
4. Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering trends.
5. Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing directives.
6. Develops and implements operating methods and procedures designed to eliminate operating problems and improve product quality.
7. Interprets electrical and mechanical drawings to create/revise manufacturing work process instructions.
8. Reviews government and commercial solicitations/purchase orders to identify, understand, and implement customer's process and quality requirements.
9. Coordinates with inside sales, Production, Field Services, Training, and purchasing functions to maintain sales cycle continuity from order receipt to product delivery.
10. Implements customer and/or company Engineering Change Orders in work instructions, and the company MRP database.
11. Manages profit and loss for low voltage business initiatives.
12. Performs additional duties as assigned by General Manager.

Skills/Experience

Problem Solving
Written Communication Skills
Technical Communication
Math Aptitude

Product Development
Planning
Project Management
Requirements Analysis

- Intermediate to expert level experience with Microsoft Access, Excel, Word and Power Point
- Intermediate to expert level experience with Military (primarily Naval Shipboard) Fiber Optic, and Signal Cable (including cable infrastructure).
- Coaxial product/technical training and experience
- Multipin Connector Certification, Multipin Trainer, & Shipyard Competent Person Certification Preferred.
- Miniature Soldering Repair and Micro Miniature Soldering Experience preferred
- Working knowledge of engineering drawings and Computer Aided Design software

-Active Secret Clearance or be immediately eligible for access

Education/Training

-Bachelor's Degree Preferred; Will substitute for 10+ years direct experience

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