

Applications Engineer – Aftermarket Retrofits and Upgrades

The Applications Engineer drives and supports the development of Aftermarket Retrofits and Upgrade proposals and projects for the installed FT8® and FT4000® gas turbine fleets. The Applications Engineer reports to the Director, Aftermarket Retrofits & Upgrades, and interfaces with customer-facing representatives, Engineering, Controls Engineering, Projects, Procurement, Quality, Spares, and Field Service personnel. The Applications Engineer will connect engineering and commercial requirements during Retrofits & Upgrades sales campaigns, and provide experience-based commercial and technical guidance regarding scope, delivery, and commercial contract terms. The candidate must have sufficient engineering experience, equipment knowledge, and schedule awareness to avoid delays and mitigate risks. An emphasis on gas turbine balance of plant equipment and/or electrical distribution systems knowledge is preferred.

Job Summary

- Manage proposal development and convert to retrofit and upgrade business
- Understand and help develop/drive the technical and commercial strategy for each proposal, and be able to comprehend how that shapes internal requirements and response to customers
- Analyze/understand previous technical and commercial strategies and use relevant data to drive recommendations for new proposals
- Clearly communicate requirements and strategy to stakeholders
- Ensure scope of supply aligns with RFP and/or standard product delivery specifications; identify technical, execution, and commercial risks, and recommend mitigation; develop cost sheets that cover scope of supply requirements
- Interface with engineering resources, and be involved in the engineering development (bills of material, drawings, etc.), exhibiting sufficient expertise for the technical scope to apply engineering requirements to proposals
- Drive the proposal development process, including creating, organizing, developing, and producing firm and budgetary proposals and other required customer and/or market information related to retrofits/upgrades
- Monitor and manage the proposal funnel and delivery of required proposals, keeping the Director, Aftermarket Retrofits & Retrofits apprised of impending deadlines, required reviews, and forecasted work
- Following contract award, communicate project scope, design, and deliverable requirements to internal teams. Maintain awareness of project progress as well as customer and internal departments regarding any contract change orders.
- Support customer visits as required with customer-facing team to gather requirements, present proposals, or communicate regarding retrofit products and services
- Support the compilation and management of responses to customer feedback at the conclusion of projects
- Manage several proposals simultaneously in a demanding and high-paced environment
- Follow Mitsubishi Power Aero Aftermarket proposal and contract procedure
- Prioritize EH&S considerations in dealings with customers, contractors, and suppliers

Special Skills

- Electrical and/or Controls engineering experience in an aero-derivative gas turbine power plant setting desired
- A balance of technical knowledge, business management, and customer relationship skills required
- Ability to focus on priorities and manage multiple proposals with demanding time constraints; capacity to work across multiple time zones and sometimes outside of normal working hours is also essential
- Knowledge and experience in power generation markets (Industrial, Utility, IPP) and/or Oil & Gas
- Customer focused and able to appreciate customer and company perspectives
- Problem solving skills
- Experience in power plant construction, retrofits/upgrades on installed turbomachinery, or similar required

Education/Experience

B.S. Engineering (Electrical), or equivalent industry experience required (8-12 years)

Additional Comments

- Candidate is highly motivated, self-directed, persistent, and goal-driven, and can work independently and as part of a team; candidate must be flexible and adaptable with the ability to adjust quickly to changing priorities and conditions
- Opportunity for mid-career+ engineer to utilize technical skills, while expanding/developing commercial and business skills
- Strong organizational skills with ability to lead initiatives with results across departments
- Up to 10-25% travel domestic/international may be required
- Foreign language skills not required, but a plus and strongly valued by Mitsubishi Power Aero as we service a global fleet of gas turbines