

## Proposal Engineer

### Job Description

Adaptive Innovations Corp. provides complete turn-key automated solutions specializing in custom automation, robotics, machine vision, test equipment and tooling. Adaptive is located in Lakewood, CO and is a rapidly growing firm offering an exciting work environment with constantly changing and growing challenges. **Adaptive is seeking a motivated, customer savvy, proposal engineer with experience developing, estimating and quoting custom automation and robotic systems.**

#### Responsibilities:

- Work directly with customers to understand their processes and develop the best solutions for their requirements.
- Work with our sales team to professionally represent the company at a customer, gather data, and ask the right questions to define a project.
- Work with our engineers and designers to develop and quote cost effective solutions.
- Recognize and understand the customer's needs, make suggestions for possible solutions, and quickly develop budgetary numbers. Accuracy is essential.
- Typical applications are robotic assembly, material handling, machine tending, palletizing, packaging and machine vision, including vision inspection, measurement, and robot guidance. Basic responsibilities include (but are not limited to):
  - Technology research / analysis
  - Cost analysis and estimating
  - Develop value-added propositions and proposal writing.
  - Additional duties may be assigned, as required.

#### BASIC QUALIFICATIONS:

- A Bachelor's Degree in an engineering-related discipline (e.g. Mechanical Engineering, Electrical Engineering, Controls Engineering, etc.).
- Technical aptitude is required – candidates must be proficient with the usage of MS-Office, Visio and basic CAD. Familiarity with control systems, robotics, high volume manufacturing, LEAN Concepts a plus.
- Strong Technical Writing Skills
- Applicants must be Citizens of the United States.

#### PREFERRED QUALIFICATIONS:

- Strong interpersonal skills – successful candidates will communicate effectively, possess strong writing skills, etc.
- Highly organized, excellent problem solver, strong attention to detail and ability to prioritize and multi-task.
- Minimum of five (5) years in automation, machine building or manufacturing industry with several years in sales or project management
- Ability to travel to the customer site as necessary
- Experience with simulation tools a plus

#### To Apply:

- Please submit cover letter, resume, and salary requirements and history to [HR@a-i-corp.com](mailto:HR@a-i-corp.com)