
*We are
hiring*



Job Announcement

About Pearson Packaging System

Grow alongside Pearson, as we disrupt the packaging industry with innovative ways of solving our customers' automation needs. Challenge the status quo, apply new ways of thinking and help us dominate the secondary packaging automation market.

With our portfolio of case erectors, robotic top-loaders, sealers and robotic palletizers, Pearson Packaging Systems helps a diverse set of high-volume manufacturers and distributors in the food, beverage, personal care, household and industrial chemical, pharma and distribution industries overcome labor cost and supply, safety, quality and throughput challenges. Since our inception, nearly 70 years ago we have deployed over 23,000 machines.

To be able to deliver on our promise to our customers, maintain our values of integrity, service, and continuous improvement, and sustain growth rates above industry expectations, we look for people who care – care to make a difference and go the extra mile to exceed customer expectations, both internally and externally.

Applications Engineer

Salary Range: \$100,000 to \$135,000 annually

Your role with us:

As an Applications Engineer for Pearson Packaging Systems, you will work closely with our Sales Team and customers to transform the customer's vision into reality by providing technical system details while keeping Pearson's solutions highly competitive. You will determine the configuration of complex Engineered Systems, prepare the supporting data for proposals, and travel with our Sales team as a technical liaison, participating in both live and online meetings to clarify concepts for customers and assist in closing business.

Does this sound like you?

You have advanced technical skills. You have experience in the design and presentation of complete end-of-line secondary packaging equipment systems and proposals. Engineering, controls, robotics, system throughput, material handling, and systems integration are all in your personal toolkit. Your strong technical understanding of the packaging industry product lines, robotics/case packing/palletizing/depalletizing and



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integration/layout/design of engineered systems combines with your sound knowledge of sales and production processes to allow you to be the technical resource our sales team needs to drive growth.

You are a strong communicator. Technical skills? Check. Can you also explain concepts to customers in a way that gives them a clear understanding of the system and demonstrate the value of our products? Strong communication skills are critical to this role.

You work well under pressure. Aggressive project delivery schedules motivate you. You are able to organize activities and multi-task in a high energy environment completing tasks under tight timelines and aggressive sales activity. While you can work independently, you also know when to bring in another expert on your team to help proof your concept. You will do whatever it takes to complete a quote on time while delivering a quality concept.

You can navigate through change. You see change as an opportunity to improve rather than an obstacle to overcome. You can modify solutions to quickly adapt to customer requests.

How you will contribute to our growth:

You will grow our customer base by working alongside our sales team as a technical liaison to help provide customers with competitive and innovative solutions. Your presentation and communication skills help bridge the gap between sales and the customer's engineers/plant managers/procurement staff to provide confidence in Pearson's ability to provide a highly effective solution and ongoing support.

With your experience in product handling methodologies and concepts you will maintain and update our engineered systems library and product portfolios.

With your desire to learn and grow in your role by staying updated on the latest technologies, industry trends and best practices.

What you will need to succeed:

- Bachelor's Degree required in an Engineering related field
- 5+ years of related experience
- Documented experience in the design and presentation of complete end of line packaging systems/proposals that may include case erectors, tray formers, robotic top loaders, case sealers, robotic palletizers, stretch wrappers, conveyors, fillers, metal detectors and coding machinery.
- CAD skills (AutoCAD currently but SolidWorks preferred)
- The desire to travel up to 20% of the time with the sales team

What we offer you:



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- Competitive industry compensation
- Our top-tier Health and Wellness Plan offers ease of mind and ensures that you and your family are well taken care of.
- Career advancement opportunities within Pearson and expert training in a skill set for which the sky is the limit.
- Remote work environment with the opportunity for travel to customer sites.
- Time and time again, we have been recognized amongst the most progressive workplaces in our industry.
- 401K & Matching Contributions.
- Tuition reimbursement program.

Ready to join us?

Please email your resume to Jobs@PearsonPKG.com

