

## Application Engineer – Civil / Survey

Duncan-Parnell, Inc. a 60 year old Charlotte, NC based company that provides surveying equipment and supplies, GPS, Optical, and 3D scanning solutions from Trimble Navigation, Autodesk, Xerox, Ricoh, Cannon, Hewlett-Packard and 3D Systems wide format printers, plotters, scanners, and 3D modeling printers, and reprographic services to Architects, Engineers, Surveyors, Contractors and Design Professionals

### Summary

We are seeking an individual for a full time position whose primary focus will be providing consultative, training and support to our clients on Autodesk Civil Engineering and Surveying products in North Carolina, South Carolina and Georgia. This position will be assigned to our Morrisville, NC office operations.

### Duties and Responsibilities

The successful Application Engineer is an ethical client-focused team player who:

- Fully understands the AutoCAD foundation software.
- Fully understands the Autodesk vertical products in the Civil 3D, Land Desktop and Survey arena.
- Works with Sales Team by developing and delivering product demonstration materials as part of a solutions based sales process.
- Works with Sales Team to develop appropriate consulting services proposals for our customers, then implements these services.
- Able to assess additional value added opportunities while working with customers.
- Works with the Sales and Marketing team to develop appropriate presentations and seminars for existing/potential customers.
- Works with Training Manager to develop regularly schedule classes on Autodesk Civil Engineering and Surveying products throughout sales territory.
- Conducts training classes – regularly scheduled, on-site, or custom.
- Provides technical support on Civil 3D, Land Desktop and Survey products.
- Writes necessary user training materials including textual content, exercises and appropriate training data for instructor led classroom and web based training.
- Attends necessary trade shows and seminars.
- Attends product training required by Autodesk and other appropriate vendors via classroom, web or phone.

### Qualifications

A Civil Engineering or Surveying background with practical project experience, or experience as an Application Engineer in the CAD Software Industry. A strong Vertical Product Knowledge, including but not limited to: Civil 3D, Land Desktop, Survey and Map 3D. Registration as an EI, SI, PE, or PLS is a plus.

- Makes customer satisfaction a priority
- Focuses on what is best for customer
- Listens to customer input and implements
- Shows consistency among values and builds trust through credibility and commitment
- Keeps tracks of industry trends for providing field to office and office to field solutions.

Salary will be commensurate with experience.

Duncan-Parnell offers opportunity for career growth and industry leadership. Benefits include group health and dental insurance (individual and family), Life and AD&D insurance, 401-K, travel expense, quarterly incentives, vacation and personal leave.

Send cover letter and resume to:

Clay Pate, PE  
Training Manager  
1208 Copeland Oaks Drive  
Morrisville, NC 27560  
Phone: (919) 460-8886 x 2203  
Fax: (919) 460-8896  
Email: clayp@duncan-parnell.com