

About Us

Membrion's purpose is to create circularity of the world's most valuable resources. Our initial focus is on water, and we work with the world's largest companies to help them recover and reuse the wastewater they generate. Our award-winning ceramic desalination membranes enable us to efficiently treat impossibly challenging wastewater, such as those that would otherwise be trucked off-site to a 3rd party facility to be boiled or chemically processed. As one of the best-funded and fastest-growing start-ups in water technology, we embody diversity and define success as living our core values of seeing what isn't obvious, being obnoxiously reliable, relentlessly flowing like a river, and being in this together. You can learn more about these core values at membrion.com/careers.

Position Title:	Applications Engineer
Position Type:	Full-Time, Exempt
Location:	Remote
Reporting To:	SVP of Business Development
Salary Range:	\$90,000 - \$120,000 with additional bonus, benefits and stock options
Travel Requirement:	30% - 50%

Position Description & Expectations

This individual will be excited to leverage their experience in the development and design of industrial wastewater treatment processes to support the utilization and growth of Membrion's electro-ceramic desalination technology (ECD). They will work directly with sales channel partners, end users and OEMs to help meet client needs and differentiate Membrion in the marketplace. This person will collaborate closely with the Sales and Customer Success teams.

Responsibilities

1. Technical Expertise:
 - Develop a deep understanding of Membrion's ECD membrane technologies and solutions.
 - Provide expert advice and recommendations to clients on the selection and application of Membrion's ECD product offering for their specific needs.
 - Assist in continuous development and creation of design and sizing tools used by the Applications Engineering department.
 - Stay current on the latest industry trends, regulations, and best practices related to industrial process and wastewater treatment.
2. Solution Design and Implementation:
 - Collaborate with clients to gather project requirements and assess their wastewater treatment challenges to determine if Membrion's ECD technology is a fit.
 - Design and engineer cost-effective ECD solutions that comply with client specifications including development of PFD and P&ID drawings and documentation for Customer projects.
 - Provide CAPEX, OPEX and return on investment analysis and models for applications as needed.
 - Prepare detailed technical and commercial proposals, including equipment specifications, process flow diagrams, and project timelines.
3. Technical Support and Troubleshooting:
 - Provide ongoing technical support to clients, addressing inquiries, resolving issues, and optimizing system performance.
 - Conduct troubleshooting and root cause analysis to identify and resolve any operational problems or inefficiencies.

- Collaborate with the research and development team to propose and implement continuous improvement initiatives.
4. Client Relationship Management:
- Foster strong and lasting relationships with clients, understanding their evolving needs, and providing excellent customer service.
 - Identify opportunities for upselling and expansion of services, collaborating with the sales team to achieve business growth targets.
 - Conduct technical presentations, workshops, and training sessions to educate clients on Membrion's ECD technology, system design and operation.

Required Qualifications & Skills

- Bachelor of Mechanical Engineering, Chemical Engineering, Environmental Engineering, or similar technical degree.
- At least 2-5 years of experience in the industrial process and wastewater treatment equipment environment.
- Working knowledge of membrane system design & normalization software (WAVE, Winflows, AdvisorCi and others).
- Experience in mechanical design of equipment including pumps, valves and piping design and selection.
- Working knowledge of both 2D drafting and 3D CAD modeling (AutoCAD, and SolidWorks), with ability to generate P&IDs, Layout Drawings, Membrane System Layout Drawings, Equipment, and Instrument lists.
- Solid grasp of automation, controls, and user interface.
- Mechanical/Chemical aptitude with the ability to be hands on with various process equipment including pretreatment, membrane systems, pumps, valves, analytical instruments, PLC systems etc.
- Excellent project management skills, including the ability to prioritize tasks, problem solve, manage multiple projects simultaneously, and meet deadlines.
- Effective communication and interpersonal skills, with the ability to work collaboratively with clients and internal teams.
- Willingness to travel to client sites as needed (up to 30-50%).

Preferred Qualifications & Skills

- Water treatment membrane equipment design experience is a plus.

Apply to this position on LinkedIn or by sending your resume to jobs@membrion.com