



Universal Compressed Air  
3001 Emrick Blvd., Suite 320  
Bethlehem, PA 18020 USA  
Phone 610-559-7967 Fax: 610-515-0945

## ***JOB DESCRIPTION***

### **Business & Product Development Engineer**

Title/Scope	Business & Product Development Engineer/Full-time
Department:	Business Operations
Reports to:	Sr. Manager of Business Operations
Location:	Bethlehem, PA
Date:	January 2022

**Universal Compressed Air** is a privately-owned and thriving high-technology business in Pennsylvania's Lehigh Valley focused on compressed air systems for industry. UCA brings decades of Industrial Gas expertise to Compressed Air Supply Systems (CAS). Our PIPELINE AIR™ CAS are designed, engineered, built, operated, and maintained to deliver compressed air as a utility and, in every case, an efficient, reliable, and application-tailored solution to maximize savings and optimize the end user's success.

### **POSITION SUMMARY**

The Business & Product Development Engineer will be a key part of the Business Operations Team that is responsible for identifying market opportunities, creating a pipeline of new ideas, defining innovative products and driving new product development plans. The incumbent will be a key Team Member in the development and implementation of the strategic direction and CAS technology portfolio roadmaps, and you will own and champion the product portfolio roadmaps from new product creation through product execution.

To fulfill the requirements of the position, the incumbent must develop close working relationships and work collaboratively with UCA leadership, Engineering and Technology Manager, Project Managers, Project Engineers, Engineering, Procurement and Commercial Team, Customers, Suppliers, Service Providers and Contractors.

The major challenge of the position is to achieve success through working with a diverse team, developing and maintaining a close working relationship with vendors, key partners, and Customers to build and execute successful business and product development campaigns.

### **PRINCIPAL ACCOUNTABILITIES**

- Analyze existing and potential markets to proactively identify and secure business development opportunities.
- Assist Business Operations Team in preparing market plans and strategies to promote company's products.
- Develop good Customer relationships via cold calls, personal visits, phone calls, follow-ups, e-mails etc.
- Establish and maintain a customer relations management database.
- Identify client needs, suggest appropriate products/services, and present the company to prospects.
- Prepare effective proposals, presentations, demonstrations and sales tools on business development



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opportunities.

- Communicate effectively with the sales force on identified business opportunities.
- Work with internal teams to achieve targeted business goals by engaging in problem solving, resourcing and budgeting activities.
- Conduct competitive product and pricing analysis and market research to help develop roadmap and sales strategy to secure new business.
- Develop and customize innovative product and technology solutions to increase customer satisfaction and build long-term, trusting relationships within target Customers and markets.
- Stay up-to-date with new products, technologies, innovations, and services, which can augment the company's core competencies, and assist sourcing function in evaluation of key resources and partners to support our value propositions.

## **JOB REQUIREMENTS**

- Excellent written and verbal communication skills.
- Excellent organizational and time management skills.
- Proficient in Microsoft Office Suite or similar software.
- Ability and willingness to travel up to 40%.
- Bachelor's Degree in an engineering discipline with some coursework in business administration.
- 1 to 2 years or more work experience in a technology environment.
- Knowledge of compressed air systems is a plus.

## **COMPENSATION AND BENEFITS**

Along with an exciting, growth-oriented work environment, we offer the following:

- Competitive compensation
- 401K with match
- Medical and dental
- PTO and paid holidays
- Flexible spending account