

## **Applications Engineer / Programmer Plant & Process**

As Applications Engineer you join our Delivery Team focused on providing effective business solutions based upon technical computing applications in the Plant & Process industries. The position will be a combination of new Customers pre-sales support (eg. demos, seminars), as well as consulting on implementation projects. Customer training and post-sales technical support is also an important component of the job.

*Role ( approx. % of time ) - Description*

**Implementation and Project Delivery ( 70% )** – Learn the Intergraph solution set (SmartPlant 3D, Intools, SmartPlant P&ID, SmartPlant Foundation) architecture. Derive solution architecture/system design from requirements, and create documentation of functional specs. Implement and test the solution. Assist with entire software development lifecycle, as well as perform specific programming jobs using VB6, .net, SQL, XML and other object orientated languages and standard databases such as Oracle.

**Customer Training and Consulting ( 10% )** – Become accredited by our vendor partner, and then deliver Intergraph Plant product courses to a professional standard. Keep ears open for, and then deliver, custom onsite consulting services to ensure ongoing effective use of the tools. Provide ongoing billable work under Service Level Agreements with key Customers, especially focused on SmartPlant 3D environment. Perform overseas consulting within the Asia-Pacific region, subcontracting with our vendor partner, Intergraph.

**New Customer Pre-Sales ( 10% )** - Help listen to Customer needs in plant instrumentation, process design, and operations maintenance; and prepare and deliver effective solution demonstrations and proposals for technical computing tools to support the sales process (led by Account Manager).

**Existing Base Technical Support ( 10% )** - Service existing Customer base for Intergraph Plant tools with Helpdesk support services. Build ongoing Customer relationship, and help pursue ongoing business improvements for our Customers using our technology.

### **Primary Key Objectives**

- Billable time rate of 60% (\$12,000 monthly at \$1,100/day), after an initial training period of 3 months.
- Provide Intergraph Plant /Process pre-sales/demo support for SmartPlant 3D.
- Provide primary Helpdesk technical support for our Intergraph SmartPlant 3D Customers

### **Business Growth Objectives**

- Help pursue, and potentially lead, selected opportunities for Matrix IP development for unique technology solutions in demand by our Customers.
- Help plan and execute on Intergraph Plant solution marketing initiatives to aggressively capture the market and secure longer term prospects.
- Delivery Intergraph implementation sub-contracting to Intergraph Customers in Asia and Australia

### **Process Improvement**

- Together with IE Lead Programmer, document and present the Software Development team's suggested approach for managing Software Estimation and SDLC
- Contribute to adoption of our new Services Delivery System and our new Services Delivery Methodology (MATPRO), including timely and accurate recording of your time and involvement in the projects.
- Record all significant customer interactions in our CRM (Legrand).
- Help create Intergraph Plant Customer site documentation standards to support our ongoing support and services to our growing Customer base.

### **Personal Development Objectives**

- Learn and adopt Matrix CRM and Outlook as a primary contact and time management system as an essential team communication tool
- Learn INtools, SmartPlant P&ID, SmartPlant Electrical, and SmartPlant Foundation suite to become an Intergraph Certified Trainer in one or two of these applications by April 2007. Train in SPF and the TEF interface with the Intergraph Design Tools, and SP3D technical admin (not engineering) in Sep06.
- Further your understanding of process industry terminology and practices - books, peers, whitepapers, research, self-training.

### *Teamwork*

Account Managers on Sales and Customer relationships  
Fellow Technical Resultants in Plant on projects  
Delivery Team with delivery process improvement,  
Customer Care Centre to help provide responsive Customer support and marketing.

### *Reporting*

Information Engineering Business & Sales Manager

### *Key Qualifications*

- Energy, drive, fast learning, and a strong “winning” spirit are essential.
- Programming experience in object orientated languages, SQL and XML is essential, and experience with .net, VB6 and ASP very helpful.
- Experience with the application of design creation tools such as 3D graphics/CAD – Intergraph PDS or SmartPlant 3D; and database such as Oracle, SQL Server; and other applications such as IIS and Visual Studio of advantage.
- A professional background in either a Plant or Manufacturer owner / operator company or in an engineering consultancy (in an instrumentation, control, electrical engineering discipline) is much preferred.
- A University degree or other advanced qualifications and a minimum of 2-3 years’ business experience are a prerequisite.
- Confidence, energy, a sense of urgency, a positive attitude, excellent listening and communication skills, and interpersonal comfort are a must.

### *The Position*

Remuneration will consist of base+incentive+bonus with an OTE of \$50-90K (depending upon experience and targets). The incentive component will be based upon a percentage of personal billing and share of gross profit on results. Ideally, this person would start ASAP and would be considered a permanent employee. Travel will include quarterly trips within New Zealand, plus occasional trips overseas in Australia and Asia – for training and consulting project work. Tools of the trade such as mobile phone and computing resources are provided. Ongoing career development and training are supported. Matrix people enjoy an open, flexible, dynamic, and rewarding working environment.