

Vandstrom, Inc. (<https://vandstrom.com/>)

Vandstrom, Inc is a leader in the convergence of polymer and protein membrane technology. We have developed a high-performance membrane platform for water, life science, industrial biotech, food, and dairy separation applications.

Nature's ability to separate chemical elements at the molecular level with the use of highly specialized proteins in the channels of cell walls was the subject of [a 2003 Nobel Prize in Chemistry](#). Vandstrom, Inc has developed advanced capabilities in the expression, purification, and production scale-up of porins from biological sources methods. When these proteins are embedded into a robust polymer structure, this achieves a unique membrane performance profile.

Our core technology is based on new chemistry and manufacturing methods to achieve highly permeable membrane material with narrow molecular size exclusion cut-off. By adding an active protein layer, the membranes will separate constituents at the ion level.

Vandstrom, Inc is focusing on the development of a wide range of applications for its patented technology. The aim is to provide disruptive solutions for the water treatment, health, food, and other industries enabling these industries to enhance their products, reduce costs, and save energy. The membranes are designed to withstand challenging and sometimes harsh environment in various industrial applications.

The company started-up its own manufacturing facility in 2019 to produce an ultrafiltration product that was originally developed in 2016 as a support substrate for a biomimetic membrane but has been successfully supplied in the food, dairy, and industrial bio-tech markets. The UF element product is currently in use at several sites in a live production environment in the US, Europe, and Asia Pacific, and it helps customer achieve high efficiency molecular separation in these "high value" fluid streams.

About the Role

Vandstrom, Inc is open to talented and highly motivated individuals for the role of **Manager – Applications Engineering** based in the USA. This is an opportunity to join a growing organization and build a team.

Work Location

Vandstrom's main office is in Gaithersburg, Maryland. This position can be based at the main office, or a remote location based in USA. It is critical to be located near a major airport. Travel is expected to be approximately 25% with periods of higher activity. In addition to travel to customer sites, some travel to the Maryland office will be required.

Benefits

- Competitive salary & 401K retirement contributions
- Vision, dental, and health benefits, and Health Savings Account
- Unlimited Paid Time Off

JOB DESCRIPTION

Job Title: Manager – Application Engineering
Department/Job ID: Commercial Operations
Reports To: VP Commercial Operations
Direct Reports (if any): N/A

Job Overview: The Manager – Application Engineering is responsible for managing and coordinating Applications Engineering and Field Service activities, developing and implementing standard procedures for the work being done and for ensuring the team is staffed to support business needs.

Role: Applications Development

- Manage development-oriented pilot testing and systematically drive learnings regarding product performance
- Develop a thorough understanding of the overall processes being applied in key market segments and the value proposition needed
- Become a thought leader in the marketplace for membrane and separations technology
- Develop and maintain techno-economic models of system cost and performance
- Support commercialization of solutions offerings through the sales cycle
- Convert market requirements into product design specifications
- Ensure participation in technical conferences and publication in recognized journals for R&D team members on a regular basis
- Maintain and evolve a system for systematic field data collection and analysis

Role: Applications Engineering

- Develop and execute internal and field pilot plans for internal product development validation and for customers
- Manage pilot projects at customer locations, including acquiring and analyzing data, and preparing pilot reports
- Support pre-sales activities, such as application engineering to establish the Vandstrom membrane product selection, operating parameters and cost of ownership estimates
- Support customers during commissioning of elements in full-scale installations
- Troubleshoot customer technical issues and provide recommendations
- Manage warranty claims; coordinate responses to customer complaints with other departments
- Interface with customers as required in pre and post sales activities

- Collaborate with other departments such as R&D, product management and product engineering and contribute to the product development process
- Manage the testing and root cause analysis of RMA program

Other roles and responsibilities as required.

Requirements:

- At least five years of experience with membrane applications in food, dairy, beverage or biotechnology applications
- A high level of understanding of industrial membrane system design standards and operating procedures.
- Ability to read, understand and compose process flow diagrams, P&IDs, mass balance equations and other engineering communication methods and design tools.
- High level of PC and other portable device skills. Experience with CAD or another software platform used to create process flow diagrams is a plus.

Additional Qualifications:

- BS in Chemical Engineering or other technical discipline
- The ability to travel and work at a customer location, including performing site work during pilots, plant commissioning and troubleshooting. Travel is expected to be 25% on average with peaks higher at times
- Driven to succeed with a drive to implement new technologies in challenging markets
- Good verbal and written communication skills and team working experience to interface with customers and internal partners
- Ability to create project work plans that track schedule, resources and critical paths to execute a plan
- A desire to work in a small and customer-focused company, and to grow a technical function in the company
- Ability to thrive in a fast-paced environment, work short cycle times and flexible hours if required, and deliver results under pressure
- Self-directed enthusiasm and the ability to travel and work without day to day direct supervision while maintaining a high level of quality
- Eligible to work is USA