

Lynch Fluid Controls Inc. is a manufacturer of high-quality fluid power components located in Mississauga, Ontario. We were established in 1987 and have been gaining recognition in many countries as a source of fluid power products.

From our home in Mississauga, we design, manufacture and export hydraulic manifolds, valve systems, electronics and a growing selection of products that have been created by our first-class team. Our exclusive distribution arrangement with Sun Hydraulics has been the backbone in our manifold manufacturing division. We have been able to take cartridge valve integration to a new level and are now suppliers to many well recognized fluid power establishments and OEMs. We now routinely design manifolds for the world market, that interface with many manufacturers, fluids, materials, and applications.

We are currently looking for a **Hydraulic Application Specialist** to join our dynamic team. If you are a positive and driven individual with a passion for quality and a desire to make a positive impact on the success of our company, then we want to hear from you!

JOB SUMMARY: The Hydraulic Application Specialist provides technical and application support to internal and external customers, identifying appropriate hydraulic solutions to meet customer requirements.

Acting as a technical liaison between customers, Sales, Engineering, Production, Testing and suppliers, this position supports new business development, product selection, technical coordination, troubleshooting, and the testing and validation of hydraulic products and assemblies.

The successful candidate will have a strong understanding of hydraulic systems and components, excellent problem-solving skills, and the ability to translate customer requirements into practical hydraulic solutions.

RESPONSIBILITIES:

Customer & Application Support

- Work directly with customers to understand their hydraulic application requirements, operating conditions and performance expectations.
- Provide technical product and application support for hydraulic components, assemblies and systems.
- Recommend appropriate hydraulic products and solutions based on customer requirements.
- Review customer specifications, drawings, schematics and technical documentation.
- Identify application requirements, potential issues and opportunities for improvement.
- Provide technical assistance and troubleshooting support for hydraulic applications.
- Develop and maintain strong technical relationships with customers.

Sales & Business Development Support

- Support the Sales team with technical information, product recommendations and application solutions.
- Assist with identifying new business opportunities and potential applications for Lynch products and capabilities.
- Prepare and support quotations by determining appropriate products, configurations, testing requirements and technical specifications.
- Review customer inquiries and requests for quotation to determine technical requirements.
- Follow up on quotations and technical inquiries as required.
- Assist Sales in communicating technical information clearly and accurately to customers.

Technical & Product Support

- Interpret hydraulic schematics, drawings and technical specifications.
- Assist with hydraulic component selection and sizing based on application requirements.
- Review flow, pressure, temperature and other operating parameters to ensure products are suitable for the intended application.
- Prepare and maintain technical documentation, application information and product records.
- Develop and maintain Test Procedures (TPs), test requirements and related documentation as required.
- Work with Engineering and Production to resolve technical and application-related issues.
- Liaise with suppliers and manufacturers to obtain technical information and product support.

Testing & Validation

- Support hydrostatic, functional and dynamic testing of hydraulic components, manifolds and assemblies.
- Develop or assist with test procedures based on customer and product requirements.
- Review test results and identify discrepancies or performance issues.
- Document test results and provide feedback to Engineering, Quality and other relevant departments.
- Assist in troubleshooting products that do not meet specified performance requirements.
- Support continuous improvement initiatives related to testing, products and applications.

Internal Collaboration

- Work closely with Sales, Engineering, Production, Quality and Testing to ensure customer requirements are clearly understood and addressed.
- Communicate technical requirements and customer expectations to appropriate internal teams.
- Participate in project and customer meetings as required.
- Assist in resolving issues related to product application, manufacturability, testing and customer requirements.

- Provide technical input to product and process improvement initiatives.

ACADEMIC/EDUCATIONAL REQUIREMENTS

- Post-secondary education in Hydraulics, Mechanical Engineering Technology, Mechatronics, Fluid Power, Mechanical Engineering or a related technical discipline.
- 3+ years of experience in hydraulic applications, fluid power, technical sales, engineering support or a related industrial environment.

REQUIRED SKILLS/EXPERIENCE

- Strong knowledge of hydraulic systems, fluid power applications and hydraulic components.
- Ability to read and interpret hydraulic schematics, engineering drawings and technical specifications.
- Experience with hydraulic testing and troubleshooting
- Familiarity with pumps, valves, manifolds, cylinders, filtration and other hydraulic components is an asset.
- Strong understanding of hydraulic principles, including pressure, flow, force, and torque.
- Experience working directly with customers in a technical capacity
- Ability to assess customer requirements and recommend practical technical solutions.
- Strong written and verbal communication skills, with the ability to explain technical information clearly to customers, suppliers and internal teams.
- Professional, responsive and customer-focused approach to technical inquiries and application support.
- Ability to manage multiple customer inquiries, quotations, projects and priorities while maintaining accurate documentation and meeting deadlines.
- Works collaboratively across Sales, Engineering, Production, Quality and Testing, sharing technical knowledge and supporting team members as required.
- Strong analytical and problem-solving skills, with the ability to investigate technical issues, identify practical solutions and proactively address potential application concerns.
- Demonstrates sound judgement when evaluating technical requirements.
- Experience with Microsoft Dynamics, Business Central and Office 365 are an asset

Must meet requirements of Canadian Controlled Goods Program (CGP)

******* PLEASE SEND YOUR RESUME IN PDF FORMAT ONLY.**

***THIS POSITION IS A CURRENT VACANCY IN THE ORGANIZATION.**

Lynch Fluid Controls is proud to be an equal opportunity workplace. Our goal is a diverse, inclusive, and barrier-free workplace. We will provide reasonable accommodation to applicants with disabilities at all stages of the hiring process in accordance with the Ontario Human Rights Code, and the Accessibility for Ontarians with Disabilities Act. If you are a person with a disability and need the job posting in an alternative format or any other accessible accommodations during the hiring process, please send your request to our Human Resources department.