

## CONSIDER A CAREER AS AN AED DEALER TECHNICIAN

### Maintaining and Repairing Construction Equipment

There are currently more than 2,500,000 off-highway construction vehicles in operation in the United States. Today's construction equipment is "high-tech," and is rapidly becoming even more "high-tech". That is creating a great demand for career professionals with the high level of technical education, skills and expertise required to service and maintain this expensive equipment.

Construction equipment literally shapes the world we live in. It plays an essential part in the construction of roads and bridges, office buildings, homes, schools, and hospitals; and is essential in mining, forestry, energy, utility construction — and more.

The construction equipment industry is one of the world's most technologically advanced. AED (Associated Equipment Distributors) construction equipment dealers need knowledgeable, skilled technicians to test equipment, diagnose problems, and make repairs — creating job openings for talented young men and women like you. The construction equipment industry provides interesting work, the opportunity to grow personally and professionally, and excellent financial compensation.

**Today, there is a critical need in the industry for construction equipment technicians.**

Visit [AEDcareers.com](http://AEDcareers.com) to learn more about this exciting career opportunity, or call (800) 388-0650!



## FACTS ABOUT THE CONSTRUCTION INDUSTRY

**Total construction spending in the U.S., in terms of annual value of construction put in place, is nearly \$1 trillion.**

(Source: U.S. Census Bureau)

**More than 2,500,000 off-highway construction vehicles operate in the United States.**

(Source: Study by Oak Ridge National Laboratory)

**More than 400,000 U.S. technicians repair construction equipment diesel engines, farm equipment, buses and trucks.**

(Source: U.S. Department of Labor, Bureau of Labor Statistics)

**Over 4,500 technicians are needed each year through 2022 to meet demand.**

(Source: U.S. Department of Labor)

## BUILD A REWARDING CAREER

### Your Future as an AED Construction Equipment Dealer Technician



[www.aednet.org](http://www.aednet.org)

**Associated Equipment Distributors**  
600 W. 22nd Street, Suite 220  
Oak Brook, IL 60523  
Phone: 630-574-0650  
Fax: 630-574-0132

**The AED Foundation**  
An affiliate of Associated Equipment Distributors  
[www.aedfoundation.org](http://www.aedfoundation.org)

## YOUR FUTURE STARTS HERE

Construction spending in the United States is nearly 1 trillion dollars, in the annual value of construction put in place, including all private and public construction, according to the U.S. Census Bureau.

### YOUR CAREER OPPORTUNITY

The growing construction equipment industry has a critical need for well-qualified equipment technicians. Statistics from the U.S. Department of Labor estimate that the average annual job openings for mobile heavy equipment technicians will be more than 4,500 annually through the year 2022. The overall number of technicians over that same time period is estimated to grow by more than 12,000. What a career opportunity!

Motivated, high-performing construction equipment technicians have a variety of growth paths they can follow as their careers progress. These highly skilled professionals may supervise others, manage parts or service departments, manage distributors' branches, enter the sales force, manage rental operations, become trainers, direct customer service functions, or enter the executive ranks...the possibilities are up to you!

The opportunities are waiting — construction equipment dealers are continually looking for talented young men and women to explore career opportunities as technicians — careers that provide interesting work and excellent compensation.



## THE POSITION: CONSTRUCTION EQUIPMENT TECHNICIAN

A single malfunctioning part or electronic failure on a piece of construction equipment can stop that machine and cost a contractor thousands of dollars in downtime. The industry has a critical need for professionals that understand this complex technology and can diagnose equipment failures and repair them quickly and correctly the first time. As an equipment technician, you become an important part of a successful dealer operation. Your career will provide challenges, responsibility, personal and professional growth, and financial opportunity. Some of the areas you will learn about are:

- Hydraulics and Hydrostatic Systems
- Fuel Systems
- Electrical and Electronic Systems
- Diesel Engine Technology
- Computer Diagnostics and Systems Interfacing
- Computer Controlled Systems
- Air Conditioning and Climate Control Systems
- Powertrains
- Safety

### COMPENSATION

| JOB TITLE                     | ANNUAL MEDIAN COMPENSATION* |
|-------------------------------|-----------------------------|
| Starting Shop Technician      | \$36,560                    |
| Top Shop Technician           | \$55,903                    |
| Field Service Technician      | \$63,660                    |
| Parts Manager                 | \$59,028                    |
| Produce Support Salesperson   | \$69,000                    |
| Service Manager               | \$68,500                    |
| Product Support Sales Manager | \$81,250                    |

\*Median total compensation (salary and bonus) for AED member dealers; includes all dealership sizes. These numbers do not include benefits.

Source: AED Employee Compensation Report



## PREPARING FOR A REWARDING CAREER

### EDUCATIONAL REQUIREMENTS

To be successful, you will need to have an aptitude for technical subjects. You should have performed well in high school in physical sciences, advanced mathematics and computers, as well as in core subjects. Following high school, AED recommends that you enter a 2-year technical college degree program that focuses on construction equipment technology. Because of the complexity of construction equipment, an associates or baccalaureate degree in construction equipment technology is the standard in the industry.

Those colleges with programs that are accredited by AED have met rigorous requirements based on AED technical education standards with broad input from industry manufacturer, dealer, and technical college representatives. Choosing one of these schools will provide the knowledge and skills you need for a successful and rewarding career. A listing of these schools, and other career information, is available at [www.aedfoundation.org](http://www.aedfoundation.org).

### YOUR CAREER OPPORTUNITY

Motivated, skilled construction equipment technicians have a variety of career paths available. You may supervise others, manage a parts or service department, manage a branch dealership, enter sales, manage rental operations, become a trainer, direct customer service functions or enter the executive ranks...it's all up to you!

### TAKE YOUR FIRST STEPS

#### Visit a dealership

Contact and visit one or more construction equipment dealers who are members of AED to learn more about a career as a construction equipment technician. Ask to talk to the local dealer president or branch manager; they will be happy to discuss the career and how they can help you. Ask to talk personally with dealer service technicians, the people that are actually in the career you are exploring. Hear what



they have to say about the job and the career. Ask for their advice about preparing to become a technician.

Talk with human resource or service managers, the people who hire these technicians. Ask them what they look for in candidates for technician positions, and how to best prepare for that career. Ask to spend a day shadowing a technician on the job and get a unique real-world perspective!



#### Visit a technical school

Visit AED-Accredited colleges or other technical schools with programs in construction equipment technology. Talk to the department head or an instructor, and take a tour of the program facilities. Learn what those schools offer and how their programs can benefit you, application procedures for admission and how and when to apply for financial aid. You will find a list of AED-Accredited schools at [www.aedfoundation.org](http://www.aedfoundation.org).

Ask both the dealer and school contacts you make about scholarships, internships, work/study programs, mentoring programs, tool purchase programs, dealer-student sponsorships and employer tuition payment plans.

It's up to you to explore the possibilities and find answers to your questions. Take your future in your own hands. You'll be glad you did!

To contact The AED Foundation, call (630) 574-0650 or visit [www.aedfoundation.org](http://www.aedfoundation.org).