



**November 2023**

## **Applications Engineer – Metrology Systems**

Starrett Kinematic Engineering, Inc.– Laguna Hills, CA.

A subsidiary of the L.S. Starrett Company

***Are you a technical sales professional who thrives on developing new business?***

***Are you looking for the next challenge that can allow you to reach your full potential?***

***If so, we would like to talk with you.***

### **Overview:**

Starrett Kinematic Engineering is actively seeking a dedicated and highly skilled Applications Engineer with a strong background in Quality and Metrology. The successful candidate will play a pivotal role in engaging with our customers and distributors, offering technical insights, and ensuring that our products are presented and utilized to their fullest potential. This role is central to our commitment to offering best-in-class solutions that meet and exceed our customers' needs.

### **Key Responsibilities:**

1. **Technical Expertise & Sales Support:** Act as the primary technical point of contact during the sales process, ensuring that our product solutions align with customer requirements.
2. **Remote and In-Person Demonstrations:** Conduct and lead remote and in-person product demonstrations for potential clients and existing customers.
3. **Application Studies:** Conduct application studies and write reports for customers and distributors.
4. **Demo Room and Equipment Maintenance:** Regularly maintain and manage the demo room and equipment, ensuring all equipment is in optimal working condition and the space is presentable for client visits.
5. **CAD Operations:** Utilize CAD software, preferably Solidworks, for various projects and to assist in product demonstrations.
6. **Project Scoping:** Effectively scope and quote special projects, ensuring accurate and competitive pricing.
7. **Feedback Collection:** Gather and document technical feedback from customers and distributors to support product improvement and innovation.
8. **Travel:** Be prepared to travel as needed to exhibitions, distributors, and customers for product demonstrations, installations, and trainings.
9. **System Installation & Training:** Lead the installation process of our systems at customer sites and provide comprehensive training sessions to ensure client satisfaction.



10. **Software Mastery:** Continuously build knowledge and become a specialist in our software solutions, offering in-depth insights and training to clients.

**Qualifications:**

- A bachelor's degree in engineering or a related field.
- Solid background in Quality or Metrology.
- Experience with CAD software, Solidworks preferred.
- Strong communication and presentation skills.
- Demonstrable experience in scoping and quoting projects.
- Ability to travel as needed.
- Proven track record in conducting training sessions and installing systems.
- Passion for becoming a product and software specialist.

**What We Offer:**

- Competitive salary and bonus structure.
- Comprehensive benefits package.
- Continuous training and professional development.
- Opportunity to work with cutting-edge technology.
- A collaborative and dynamic work environment.

**The L. S. Starrett Company**

With over 140 years of expertise and a reputation as the “World’s Greatest Toolmakers”, the L. S. Starrett Company is a leading global manufacturer of superior precision measuring tools, gages, instruments, metrology equipment, saw blade products, hand tool products, and power tool accessories for the automotive, electronics, aerospace, energy, construction, food packaging, medical, metal working and manufacturing industries.

**Benefits & Compensation**

The Company offers a highly competitive, performance-based, compensation program and generous benefit package that includes a 401(k) program and Medical/Dental/Life Insurance.

**Contact;**

Mark Arenal, Sales & General Manager

Starrett Kinematic Engineering, Inc.

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