



March 2024

## Sales Engineer & Product Specialist – Metrology Systems, Upper Midwest USA

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.***

Starrett Kinematic Engineering, Inc. is seeking a detail-oriented Sales Engineer/Product Specialist for our Dimensional Metrology (Vision and Optical) and Testing Divisions (Force and Material Test) based in the Upper Midwest United States. The “right” technical product sales engineering professional will possess proven experience and aptitude in product applications, demonstrations, territory management, customer development and retention, and new business development. Successful team members will be required to optimize and manage sales through industrial distributor channel partners and target, qualify and develop new end-user customers in the automotive, electronics, aerospace, energy, construction, food packaging, medical, metal working, and general manufacturing industries in a fast-paced marketplace.

### Role Requirements

The role requires a product expert with product application experience, technical aptitude, product demonstration skills, strong consultative selling ability and a solution-oriented approach to qualify customer needs, develop new sales opportunities, and optimize existing distribution accounts to increase product market share and new product sales. Interest and experience in territory management, business development, and customer retention are primary factors of success. (50% travel/limited overnights required)

- **70% - New Business Development – End-User & Distributor** – Present, demonstrate, and sell the Starrett Metrology equipment (Optical Comparators, Vision, Multi-Sensor Measurement Systems and Force Measurement Systems) to end-user customers. Work independently or jointly with distributor sales teams to develop end-user customers through product testing, product application, inspections, and consultation. Requires proven skills in qualifying, demonstrating and influencing diverse decision makers to accurately target and develop new business opportunities.
- **30% - Account Management & Development – End-User & Distributor** – Manage, develop, and grow sales by supporting distributor/channel partner accounts through customer calls, sales training, product training, technical support, problem resolution and product recommendations.



## Experience and Qualifications

### Success in this role will require

- Proven industry experience working independently from a home office/virtual environment.
- Proven experience in a territory management, consultative-based sales role.
- Experience in a manufacturing or distributor-focused sales environment.
- Expertise in new business development, qualifying, demonstrating, developing, and securing new customer accounts through distribution and/or direct end-user channels.
- Prior experience in the manufacturing/quality/industrial segment or industry-related experience in product application or engineering.

### Preferred Candidate Profile

- Bachelor's Degree in Mechanical, Manufacturing or Quality Engineering
- Experience and success in developing customers in a multi-channel sales scenario
- CAD Experience with SolidWorks or similar
- 3-5 years' work experience in a related field
- Strong people and communication skills
- Strong computer and software skills
- Ability to be on the road at customers, distributors, or trade events 3 out of 4 weeks
- Ability to work remotely
- Experience with Sales CRM
- Ability to transport via company provided vehicle and demonstrate the products
- Ability to assist with solving measurement and inspection applications utilizing the company's products
- Desire to learn and grow
- Team player

## 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, saws, 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, Medical/Dental/Life Insurance and a company vehicle.

## Contact;

Mark Arenal, Sales & General Manager

Starrett Kinematic Engineering, Inc.

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