



December 14, 2022

Territory Sales Manager – Metrology – Texas, Oklahoma, Arkansas & Louisiana

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

A subsidiary of the L.S. Starrett Company

Starrett Kinematic Engineering, Inc. is seeking experienced Product Specialists for our Metrology and Testing Divisions (Force and Material Test) in Texas. The “right” technical product sales professional will possess proven experience in product applications, 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 manufacturing industries in a fast-paced marketplace. Only experienced candidates need apply.

Role Requirements

The role requires a product expert with product application experience, technical aptitude, strong consultative sales skills 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 (Texas), new business development, and customer retention are primary factors of success. (50% travel/limited overnights required)

- **60% - 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 joint calls, sales training, product training, technical support, problem resolution and product recommendations.

Top Performers

Top performers will possess a minimum of 3 years of proven industry experience working independently from a home office/virtual environment in a territory management, consultative-based sales role with experience in a manufacturing or distributor-focused sales environment. Success requires expertise in new business development, qualifying, demonstrating, developing and securing new customer accounts through distribution and/or direct end-user channels.

Additional Experience

Prior experience in the manufacturing/industrial segment or industry-related experience in product application is required. Sales experience and success in developing customers in a multi-channel sales scenario is a plus.



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

General Manager

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