

About Kinematics:

Kinematics is the world's largest designer and manufacturer of slew rings, slew bearings and slew drives for a host of industries, with a primary focus on the renewable power industry. KMI actuators provide motion to most of the world's solar trackers and the company is at the forefront of actuation technology in this fast-growing industry. Kinematics was founded in 1995, has 350 employees globally, is headquartered in Phoenix, AZ, with sales offices in North America, Europe and manufacturing operations in Jiangyin, China and Nogales, Mexico.

Job Title: Business Development – North America, Industrial

Reporting to: Vice President – Global Sales and Business Development

Position Location: Phoenix, AZ (preferred, remote work optional)

Position Description:

We are looking for **A HUNTER** - an experienced, motivated sales professional who has been successful selling mechanical gear products to the heavy equipment and motion control markets in North America.

This person will report to the Vice President Global Sales and BD, and work closely with the operational teams in Phoenix and China, and with Company management on strategy, opportunities, forecasts, channel development and customer relationships.

While there is a preference for the successful candidate to be based in Phoenix, AZ, Company is flexible on the home location, but 25% - 50% domestic travel is expected – including regular time at the Phoenix headquarters and occasionally at our China facility (when travel is deemed safe).

Compensation will be a balanced package, including base, benefits, commission and incentives.

Joining the team specifically focused on growing NA business, the successful candidate will be “in on the ground floor”, will work directly with Company management, owners and investors, and should expect to have growth opportunities with the Company.

Kinematics is a growing company, particularly the Phoenix headquarters. Everyone has a measurable impact on the Company's success, wears multiple hats, and is accountable for their performance. We do things quickly, with close teamwork, open communication, and have fun doing it!

Qualifications:

The candidate should have a minimum of five years' demonstrated success selling mechanical or electro-mechanical gear products to equipment manufacturers throughout North America.

Experience selling in renewable energy markets is desirable (solar, wind, hydro), but not required.

The ideal candidate will have a Bachelor's degree in business or an engineering discipline.

Successful candidates will also:

- Be a successful leader and mentor
- Have large account development experience
- Be a strong team player

- Be highly detail oriented
- Have experience working within a business development framework
- Possess strong verbal and written communication skills
- Be capable of independent problem solving and demonstrate a proficiency in critical thinking
- Possess strong technical aptitude
- Be proficient in relevant modern computer skills

- Have a focus on building sustainable growth through “customer excellence”

Responsibilities & Skills:

- Apply knowledge of gear drive, heavy equipment and motion control markets to identify and develop opportunities for sales and market growth in NA
- Use technical knowledge and sales skills to search for new clients and maximize customer potential
- Interact regularly with members of the sales, engineering, finance, operations and management teams to ensure all customer and company needs are met
- Personally manage key accounts
- Strive to always meet, or exceed, personal and team sales and margin targets
- Manage and interpret customer requirements and needs
- Prepare and deliver compelling sales presentations tuned to individual customer needs
- Calculate and present client quotes
- Negotiate proposals and contract terms
- Negotiate and close sales
- Provide after-sales support services
- Prepare, and update regularly, detailed sales forecasts, targets and goals
- Prepare and present reports for management review
- Support marketing activities by attending trade shows, conferences and other events
- Travel to customer sites as required to support sales initiatives

Contact Kinematics:

Interested candidates should email their resume to torque@kinematicsmfg.com with the job title (“Product Applications Engineer”) in the subject line. Thank you for your interest!