



Company: Kinematics, LLC

Location: 21410 N. 15th Lane, Suite 104, Phoenix, AZ 85027

Full time position

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:

Product Applications Engineer

Reporting to: VP, Product Development

Position Location: Phoenix, AZ (preferred)

Job Description:

As part of the company's growth strategy, Kinematics has identified several product adjacencies to complement its core slew product lines. This position will be the company's technical subject matter expert (SME) on adjacent product categories, such as 1. Electric & hydraulic motors, 2. Planetary reducers and 3. Linear actuators. This position will develop and manage 3rd party product offerings and work directly with KMI sales to create and manage integrated product offerings, seek and understand new opportunities and grow sales.

The person we hire will have the following areas of key responsibility:

- Identify and validate potential manufacturer partners of these adjacent products. Down select to the most relevant products in each category in support of the company's adjacent product strategy.
- Establish relationship frameworks and sample stock programs with each partner. Determine and execute the framework agreements. Understand each product's cost performance, application scope and be able to communicate these details to customer and coworkers.



- Be responsible for product datasheets, technical website and marketing content, product opportunity development and assessment, technical product performance evaluation, cost / performance and overlap with existing slew products.
- Be the Responsible Engineer for each adjacent category and product. Develop, validate, and promoted integrated systems as completed customer solutions to customer requirements. Be the SME (subject matter expert) for the customers and the company.
- Identify ways that the Kinematics Smart Drive platform can be leveraged into these product adjacencies and work with Kinematics R&D to establish these roadmaps and resource accordingly. Identify continuous improvement opportunities to the products in your portfolio and work with Kinematics engineering or the supplier partner's engineering team to test, validate and launch.
- Support customer applications, including occasional customer visits and supplier partner visits.
- Self-organization and self-motivation to be *the expert* on the products in your portfolio, to complete tasks and create value is a must.

Requirements:

- Engineering degree or equivalent experience.
- 3 - 5 years working with industrial mechanical systems or products (preferred).
- Strong engineering fundamentals, understanding of basic mechanical and electrical engineering principles paramount in the performance of the products (motors, reducers, linear actuators)
- Experience developing mechatronic solutions.
- Experience working with a sales counterpart. Experience with customer facing communication and content creation (product data sheets, product content media)
- Experience as the technical RE / owner of a product line is a plus.
- Solidworks or equivalent solid modeling experience is a plus.
- Understanding of GD&T fundamentals.
- Strong written and verbal communication skills.
- Experience producing comprehensive, formal engineering reports.
- Experience working within a formal Quality System in a manufacturing environment.
- Ability to travel occasionally in the USA and internationally.
- LEAN principles / organization.

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!