



# S. HIMMELSTEIN & COMPANY

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## **Sales Manager - Engineer**

Hoffman Estates/Chicago Area

### Who We Are:

S. Himmelstein and Company is the pioneer of the torque sensing industry, which allows businesses and organizations that depend on physical measurements for product development and performance testing as well as manufacturing quality control/verification testing of their equipment. S. Himmelstein and Company operates in North America and has manufacturing representatives across Europe and Asia. We serve more than 20,000 customers across a wide range of industries including aerospace and defense, automotive, transportation, utilities and energy, pumps, compressors, valves, government, manufacturing and food and beverage.

### About the role:

As a Sales Engineering Manager at S. Himmelstein and Company, you'd be building and looking after a diverse team of manufacturer representatives, working together to bring our torque sensing solutions to customers. Daily customer engagements include conversations around how torque sensing can positively impact quality control and product development. This means a successful Sales Manager at Himmelstein will develop a thorough understanding of the application of torque sensors and hands-on hardware installation strategies to ensure the best technical solution is presented.

### In this role, you will:

- Hire, develop and lead an inclusive, engaged, and high performing team.
- Lead from the front in high-impact situations, serving as a thought leader and executive sponsor for key accounts.
- Own your teams' performance against all sales goals and ensure cross-functional partnerships are productive and efficient.
- Develop strategies and processes that enable our representatives to engage existing and prospective customers leadership.
- Support any technical escalations that may arise from your team's presales activities (product questions, feature requests, etc.)
- Sample the customer experience by installing, testing and using the gear you are selling.
- Champion, role model, and embed Himmelstein's cultural principles (Focus on Customer Success, Build for the Long Term, Adopt a Growth Mindset, Be Inclusive, Win as a Team).

### Minimum requirements for the role:

- 4-year degree from an accredited university.
- 2+ years of experience managing a technical team in a sales engineering capacity.

- Proven success in hiring, developing, and retaining manufacturer’s representatives.
- Experience running scalable and consistent feedback loops to help your team share knowledge and advance toward their sales goals.
- Experience building processes to measure team impact throughout the build/sales lifecycle.
- Experience aggregating and accurately conveying input from prospects that drives product development.
- Experience collaborating with internal cross-functional teams (Product Management, Customer Success, Support, etc.) to deliver results to customers.
- Success in managing relationships with external technology partners through complex sales cycles.
- Ability to travel (25 to 30%).
- Dependability working in a sales environment and willingness to work in an office.
- Strong relationship-building, interpersonal, and organizational skills.
- Working knowledge of Word and Excel.

An ideal candidate also has:

- BS or MS in an Engineering discipline from an accredited university.
- 4+ years of experience managing a technical team of manufacturer’s representatives, ideally in a sales engineering capacity.
- Experience clearly defining roles and responsibilities through corporate change, including cross-functional team interactions.
- Work experience in industrial automation.
- Work experience building solutions.

At Himmelstein, we welcome all. All sizes, colors, cultures, sexes, beliefs, religions, ages, people. We depend on the unique approaches of our team members to help us solve complex problems. We are committed to increasing diversity across our team and ensuring that Himmelstein is a place where people from all backgrounds can make an impact.

What’s In It for You: Team Himmelstein Benefits

- Paid Health Insurance
- Dental Insurance
- Company-paid Basic Life Insurance
- Short-Term Disability Insurance
- Extensive Growth Opportunities
- Generous PTO and paid holidays for full time employees
- Extra cash opportunities through company incentive programs

Immediate start for the right candidate. Salary negotiable depending on experience.

If you believe that you are the right fit, have the skills and expertise to add to our existing team and are looking to join a company where progression is a core value, please apply at [saleshr@himmelstein.com](mailto:saleshr@himmelstein.com).

Candidates for all positions with S. Himmelstein and Company must be legally authorized to work in the United States on a permanent basis. Verification of employment eligibility will be required at the time of hire. Visa sponsorship is not available for any positions with Himmelstein.