

Market Manager (Automotive and Metals Industry) for Instron, a Division of Illinois Tool Works, Inc. in Norwood, MA to leverage first-hand understanding of customer needs, proprietary product and apps expertise, in-depth market knowledge, and insights towards market penetration of Instron's key Static Metals testing products.

Requires: BS in Eng. Dsgn., Mechatronics, or a closely related field (willing to accept foreign education equivalent) + (1) yr of exp in prod. Mngt & business dvlpmnt within a manufacturing envrmt. Must have expertise in: Demonstrated Expertise ("DE") dvlping leading edge solut. for the measurement of strain for a diverse range of materials, apps & testing environments using strain gages, precision encoders as well as optical and video based systems with sophisticated image processing algorithms; DE dvlping BSI, ISO and ASTM standards for the testing of uniaxial metallic materials & serving on related intl standardization committees; DE troubleshooting materials testing systems within complex metals testing apps, incl. Closed Loop Strain Control, High Temperature Testing, software bug identification, plastic strain ratio, strain hardening exponent, yield results, & elongation issues in compliance with metals testing standards; DE conducting global B2B sales for capital equipment; DE leading a soft. Eng team to develop complex software solutions aimed at providing compliance with BSI, ISO and ASTM standards for the testing of uniaxial metallic materials; DE performing complex market analysis of business accounts to provide & develop key business development strategies; DE using Sitecore to manage web content and build customer facing collateral and web pages to increase customer engagement and generate business development leads; & DE coordinating with cross functional, international, internal/external teams. Submit resume to Instron, a Division of Illinois Tool Works, Inc. , Duncan Warner, 825 University Avenue, Norwood , Massachusetts 02062. Reference Position Number: MM18