

STANFORD RESEARCH SYSTEMS, INC

Company Description

Stanford Research Systems (SRS) is a 40-year-old company that designs and manufactures test equipment for research. Our products range from lock-in amplifiers, atomic clocks, mass spectrometers, vacuum and gas analyzers, lasers and laser controllers, signal sources, and signal analyzers. We serve a wide range of customers, including academic researchers, test and measurement laboratories, electronic equipment manufacturers, and government agencies. Our products are known for their accuracy, precision, and stability.

Role Description:

Sales & Marketing Engineer (Entry-Level)

Sales functions:

Answer technical sales and application questions, on phone, email and web

Support key accounts and customers; provide timely post-sale follow-up.

Represent SRS at trade shows

Maintain pipelines and reporting in a CRM;

Capture customer insights and collaborate with R&D on roadmaps.

Run product demos and short evaluations on common lab gear (e.g., lock-ins, signal/signal-RF generators, analyzers, LCR meters).

Marketing functions:

Create compelling technical content—application notes, how-to guides, webinars, and short demo videos.

Develop and maintain the SRS website. Some knowledge of html and CSS

Develop and maintain digital advertising programs

Qualifications:

Degree in Electrical Engineering, Physics, or similar technical areas (Bachelor's or Master welcome)(New Grads Welcome).

Analog and digital electronics

0–4 years in a technical role (sales engineer, applications, test, lab/research, FAE, or similar).

2 years of customer support – sales experience is desirable

Experience with common test equipment (oscilloscopes, spectrum/network analyzers, function/RF generators, LCR meters, lock-in amplifiers).

Basics of RF/mixed-signal are a plus.

Clear verbal and written communication

Demonstrated ability to solve complex technical problems.

Salary and Benefits

Salary range for entry-level Sales and Marketing Engineer is \$80,000 to \$120,000 per year, commensurate with talent and skills. SRS offers a complete benefits package including health and dental insurance, matching 401k retirement plan, and paid time off.

Please email resume to: employment@thinksrs.com