

Opportunity Profile



BUSINESS DEVELOPMENT ENGINEER

Donald Engineering
Partnership Driven Solutions





ABOUT DONALD ENGINEERING

At Donald Engineering, we specialize in Partnership Driven Solutions that move industries forward.

Founded in 1963, we've built a legacy as Michigan's trusted resource for automation, fluid power, motion control, mechatronics, and machine safety.

Our mission is simple: to engineer smarter, safer, and more efficient systems that empower our customers to do more. From component selection to full system design, our team of experienced engineers partner with customers every step of the way to solve challenges with precision and creativity.

Beyond the products, we pride ourselves on education, consulting, and hands-on support to help our customers and partners stay up to date with automation innovation.

OUR QUALITY & MISSION

Quality

Committed to distributing and representing manufacturers of premier automation, fluid power, and motion control products. Donald Engineering's responsibility is to understand customers' needs and maintain a high level of application knowledge.

Donald Engineering's dedication to detail makes sure each job is completed to a level of mutual satisfaction within the allotted time.

Mission

Donald Engineering's goal is to understand and exceed customers' needs in automation, fluid power, motion control, and mechatronics.

Develop mutually beneficial relationships with customers, vendors, and employees through loyalty, respect, education, and stewardship of resources.



EXPERTISE



Your partner in total machine safety, motion control, hydraulics, pneumatics, vacuum, & lubrication solutions.



Bringing together expertise in manufacturing, mechatronics, & engineering to deliver precision-engineered motion mechanisms. [Shop on dec-marine.com.](http://dec-marine.com)



Where innovation meets reliability to upgrade the standards of fluid management in the life science industry.



Strategic partner to manufacturers, integrators, & machine builders in automation and electrical control solutions.

Donald Engineering offers a wide range of automation components, including pneumatic, hydraulic, and electric systems, as well as fluid control products, safety systems, and motion control solutions from trusted brands such as SCHUNK, Clippard, ROSS Controls, Oilgear, Milwaukee Cylinder, Continental Hydrex, and Compact Automation Products, among others.

Along with the components, Donald Engineering provides custom assemblies, engineered solutions, consulting, and training.



Clippard

milwaukee *Cylinder*



COMPACT
AUTOMATION PRODUCTS





BUSINESS DEVELOPMENT ENGINEER

POSITION SUMMARY

Full Time | Michigan & Indiana | Regional Travel Required | Office & Field Work

The Business Development Engineer (BDE) is responsible for growing Donald Engineering's market share. An OEM in this role is a manufacturer that controls the design of its equipment platform and repeatedly purchases components built into its standard product. Target OEM markets include mobile equipment, medical device equipment, life sciences, analytical instruments, and industrial product OEMs. This role combines technical sales, strategic relationship building, and market development.

This position leads with a defined set of strategic product lines, including Inxpect, Clippard, and Continental Hydraulics. You'll own the sales process from prospecting through production, working alongside internal engineering teams and trusted vendor partners to deliver production-ready automation and fluid-power solutions across Michigan and Northern Indiana.

Key Responsibilities

- Build and execute a territory plan to develop net-new OEM business across Michigan and Northern Indiana.
- Sell adjacent Donald Engineering products when needed to complete solutions and secure the OEM win.
- Quote directly for in-scope product lines and manage the quoting process from start to finish.
- Manage the full sales cycle:
 - Prospecting and discovery
 - Presentations and application scoping
 - Quoting and closing purchase orders
 - Post-sale support and repeat order growth
- Provide market feedback on product fit, competitive activity, and new applications.
- Follow company policies regarding confidentiality, pricing, and information sharing.

Qualifications

- Proven ability to develop net-new business and build repeatable OEM revenue streams
- Technical capability to independently support applications within assigned product lines
- Strong communication, organization, time management, and follow-up discipline.
- Self-starter with a growth mindset; comfortable operating with a blank canvas and building a territory plan.
- Proficiency with MS Office; experience with CRM tools preferred (TDF) and prospecting tools required (Apollo).
- Ability to travel across Michigan and Northern Indiana; 2-3 nights per month, overnight travel expected.
- 2+ years of experience in business development, technical sales, or OEM account management
- High School diploma required; technical degree/certification preferred; relevant industrial sales experience preferred.

Apply

Thank you for your interest in the Business Development Engineer position. We invite you to apply by emailing your resume to candidates@donaldengineering.com with the **subject line:** *Business Development Engineer*