

NOW HIRING

Metalworking Specialist / Application Specialist

S&D Industrial Tool Supply, Inc.

Territory

Ontario • Riverside • Corona • Inland
Empire • I-15 Corridor • Oceanside

Experience

3-5 years metalworking / CNC / cutting
tool experience

Position Type

Full-time field sales and application
support role

Position Overview

S&D Industrial Tool Supply is looking to hire a Metalworking Specialist / Application Specialist to support and grow our customer base throughout Southern California's key manufacturing markets. This role is ideal for someone who understands machining, cutting tools, customer support, and helping shops improve productivity and reduce cost per part.

Key Responsibilities

- Develop and grow business within the assigned Southern California territory.
- Call on machine shops, aerospace, defense, medical, job shop, and precision manufacturing accounts.
- Recommend cutting tools, workholding, coolant, abrasives, metrology, and related MRO products.
- Help customers improve tooling performance, tool life, cycle time, productivity, and cost per part.
- Support vendor partners with product demonstrations, tooling trials, and customer training.
- Identify new opportunities within existing accounts and develop new customer relationships.
- Coordinate with inside sales, customer service, vendors, and management for strong follow-up.
- Maintain customer notes, opportunities, quotes, and activity updates.

Required Qualifications

- 3-5 years of metalworking, CNC machining, cutting tool, industrial sales, or application support experience.
- Strong understanding of cutting tools, CNC machining, workholding, coolant, and manufacturing processes.
- Able to communicate professionally with shop owners, machinists, engineers, buyers, and management.
- Comfortable working independently in the field while staying aligned with company goals.
- Strong follow-up skills, organization, and a customer-first mindset.
- Self-motivated and willing to build a territory with long-term growth potential.

Preferred Experience

- Cutting tool sales or application support experience.
- Hands-on CNC machining background.
- Aerospace, defense, medical, or precision manufacturing experience.
- Experience with brands such as OSG, YG-1, Kyocera, Mitsubishi, Sandvik, Kennametal, Iscar, Guhring, Emuge, Allied Machine, Big Kaiser, Royal, Mitutoyo, or similar manufacturers.

What S&D Offers

- Established Southern California industrial distributor with over 40 years in business.
- Existing account base with significant growth opportunity.
- Strong vendor relationships and a supportive inside sales team.
- Opportunity to build and manage a high-potential territory.
- Competitive compensation package based on experience.
- Support from management, vendor partners, operations, and customer service.

About S&D Industrial Tool Supply

- Serving Southern California manufacturers since 1984.
- Focused on dependable service, technical support, productivity improvement, and reducing customer cost per part.
- Looking for someone who understands manufacturing, enjoys working with customers, and wants to be part of a growing team.