



STEM Career

SAM

SALES ENGINEER

CLARK

MANUFACTURING

CORE TASKS

- **Work with customers to review the product and expectations**
- **Provide quotes and delivery time lines on new and existing parts and products**
- **Trouble shoot design issues**
- **Plan how to produce a part or component, the order of operations to produce a part**
- **Prioritizing production of parts and time of completion**

OUTLOOK



Increase in job demand

Check out occupations as a CNC Operator or as a Design Engineer



ANNUAL SALARY RANGE

\$55,180–\$174,270

MICHIGAN



\$50,250–\$133,870

NORTHWESTERN MICHIGAN

- **Salary information from O*net**



What Sam like most about his job:

I enjoy the process of figuring out how to produce the parts.

Then I enjoy figuring out how to produce them more efficiently.



HIGH SCHOOL CAREER TECH OPTIONS



- Charlevoix Emmet ISD Career Tech Programs: Machine Tool Technology; Welding Technology
- Northwest Education Services Career Tech Center: Engineering Academy; Robotics and Automation; Precision Machining; Welding
- Wexford Missaukee ISD Career Tech Center: Manufacturing Technology; Metal Fabrication and Welding

ENGINEERS MAY START WITH AN ASSOCIATES BUT OFTEN HAVE A BACHELORS

You can start with manufacturing or engineering training at any of these

- Kirtland Community College
- North Central Michigan College
- Northwestern Michigan College
- Westshore Community College
- Baker College

FOCUSING ON CAREERS NEAR YOU



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