

## POSITION DESCRIPTION

**Position title:** Sales Engineer

**Reports to:** President

### **Summary:**

This ideal candidate will partner with Account Executives to find, contact, and follow-up with prospective clients. Once they discover the client's needs, they will discuss our product's technological capabilities and business value with the client. The ideal candidate should be able to clearly articulate highly technical concepts to all prospective clients.

This position is responsible for technical sales of SIL's Li-Ion Polymer Intelli-Pack® Battery, VBITS AFTS and Space Based Range, Intelli-Avionics® and Chameleon 12U to 27U OMSR Bus product lines.

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### **Responsibilities:**

- Find and maintain prospective clients
- Respond to customer inquiries about the products, and provide application solutions
- Clearly articulate technical capabilities and give technical demonstrations
- Assist with SIL's proposal writing and responses
- Update SIL's website with new product brochures, video's, etc.
- Assist with SIL on-line product marketing
- Attend Aerospace industry tradeshow and communicate with customers
- Assist the President with strategic sales strategy and marketing plans

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### **Required Competencies:**

#### *Experience*

- 5-15 years of experience in the technical sales of Li-Ion batteries, Avionics, Autonomous Flight Termination Systems, GPS tracking and navigation, and SmallSats.

#### *Technical Skills*

- Li-Ion Battery, Avionics and AFTS application engineer skills to find technical solutions and answer customer technical questions
- Ability to discuss highly technical concepts with prospective leads
- Marketing Skills to include on-line presence thru LinkedIn, Podcasts, etc.
- Website development and upkeep experience

#### *Soft Skills*

- Strong customer communication skills in writing and verbal
- Strong multi-taking skills with many hats in small business

#### *Education*

- Bachelors degree in engineering or physics

**Note:** MBA and/or additional classes in business and marketing a plus

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**Desired Competencies:***Other Skills*

- On-line Marketing (Linked In, Twitter, Press Releases, etc.)
- Microsoft Office (Word, PPT, Excel, Sharepoint)
- Program Management

**Certifications**

- Engineering, Program Management and Marketing
- Willingness to travel once a month to support tradeshow and client meetings

**Personal Requirements**

- Do you have an entrepreneurial spirit and desire to be part of an innovative team that designs and manufactures state-of-the-art avionics, power and nano/micro satellites. Put your skills to work and develop innovative products for Space launch vehicles and small satellites.

**ITAR Requirements**

To conform to U.S. Government space technology export regulations, applicant must be a U.S. citizen, lawful permanent resident of the U.S., protected individual as defined by ITAR (22 CFR §120.15) or eligible to obtain the required authorizations from the U.S. Department of State.

**Must be a U.S. Citizen**

*SIL is committed to creating a diverse environment and is proud to be an equal opportunity employer. Each individual has the right to work in a professional environment that promotes equal employment opportunity and prohibits discriminatory practices, including harassment. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.*

The SIL Full time position offers challenge and growth with excellent salary and benefits package including comprehensive health insurance benefits and 401-K

Salary Range: \$100,000 to 130,000 a year