



# MARSHALL★COMMUNICATIONS

“We do more than satellite communications...”

**Consider yourself an out-of-the-box thinker who likes to wear many hats?**

**Seeking a small company environment with BIG company benefits?**

**Interested in a challenging and rewarding career?**

**If so, your opportunity is knocking!**

Headquartered in Ashburn, Virginia, **Marshall Communications Corporation** is proud to be a leader in secure broadband satellite and IP multimedia services. We specialize in delivering value-added, end-to-end integrated satellite based telecommunications systems. Our goal is to provide the highest quality products and services at the most competitive prices. Due to growth, we are seeking a highly motivated and experienced Sales Engineer to join our talented team of professionals!

## **Sales Engineer**

*In this role, we will rely on your out-of-the-box thinking and self-motivated personality to work as a team member, manage and follow thru with the following responsibilities:*

- Creates new sales opportunities/resales; follows through with sales leads/inquiries
  - Company Vehicles (i.e., Gov't/GSA quotes)
  - Open Market quotes
- Establishes/maintains customer/vendor relationships alongside the Manager, Business Development
- Creates vendor/subcontractor Statements of Work (SOWs), Purchase Orders for products/services
- Writes technical proposal responses; works with other technical staff members to provide a successful, viable solution to proposal responses.
- Able to price out what is being proposed and to talk to the solution
- Acts as Program Manager on respective sales contracts
- Develops project plans/timelines for meeting technical deliverables
- Able to deliver presentations to other internal members/Sr./Mid-level Managers
- Interfaces with other Company internal Departments, as needed
- Works with Accounting on proper invoicing of sales/projects
- Supports trade show/industry event involvement
- Customer follow-up via phone call, email, and possibly face-to-face meeting, etc.
- Helps to develop/define Company products/services
- Maintains a knowledge base of vendor partner products/services
- Provides technical support and may accompany BD/Sales personnel on customer visits as required
- Other Duties as assigned

### **Qualifications:**

BS Degree + 10 plus years of technical experience in the telecommunications industry; Additional technical certifications are desirable; PMP Certification is a plus. U.S. Citizenship required; Able to obtain a US Government Security Clearance.

**The successful candidate will possess an excellent knowledge of / understanding of:**

- Technical equipment/services (IP, SATCOM, telecommunications preferably)
- Program/Project Management
- GSA/Industry pricing
- Excel spreadsheets
- Contract/Proposal processes/practices
- Proper phone and presentation etiquette

**The successful candidate will possess the following attributes:**

- Verbal and written communications – clear, concise and effective. Writing sample may be requested.
- Able to multitask – performs a wide variety of functions
- Works as a Team player; and flexible in a robust environment
- Able to learn quickly and retain what's taught
- Customer-oriented
- Once established, works independently under a broad scope
- Able to think outside of the box
- Conscientious about completing the job/task
- Follows through with tasks
- Possess a strong work ethic

**Compensation:**

Salary commensurate with education and experience

**Benefits:**

We value our employees' time and efforts. Our commitment to your success is enhanced by an extensive benefits package including paid time off, medical, dental and vision benefits effective day one, 401(k), future growth opportunities and movement within company, and an exciting, challenging and family-oriented work environment!

**To Apply:**

Please download and complete an employment application from our website, [www.marshallcomm.com](http://www.marshallcomm.com). Please submit your completed application and resume to [jkiracofe@marshallcomm.com](mailto:jkiracofe@marshallcomm.com).