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Job Requisition: Sales Engineer

G Systems, Inc., a growing technology company, seeks a Sales Engineer for full-time permanent employment at our Richardson, Texas facility. Founded in 1990, G Systems specializes in the design and production of custom test and measurement solutions in the aerospace, defense, and energy industries.

Job Description:

The Sales Engineer position has direct responsibility for selling custom automated test equipment (ATE) and design/build-to-print services to high-tech manufacturers and engineering customers in the aerospace, defense, wireless and energy industries. This position reports to the Vice President of Sales and Marketing and is responsible for front line sales process. Duties include but are not limited to:

- Executing front line technical solution sales process to new and established customer base
- Identifying and contacting prospective customers, nurturing existing customer base, establishing trusting relationships, advancing and expanding opportunities, and closing orders
- Executing the customer proposal pricing process to maximize sales, profitability, and labor utilization
- Collaborating with engineering and production staff for estimation effort
- Where needed, acting as the primary interface to major customers to support the execution of projects to ensure customer satisfaction
- Managing bid effort, developing presentations and proposals
- Collaborating with engineering team on communication of requirements and customer expectations
- Networking effectively with strategic partners and suppliers
- Maintaining leads, opportunities and pipeline information in contact relationship management system
- Researching new prospective customers within target accounts and industries
- Contributing to sales forecasts, business development planning and sales account strategy
- Collaborating with marketing team on creation of marketing content and sales enablement collateral
- Participating in industry tradeshows, conferences, seminars, and events

Required qualifications:

- Three to five years of experience with sales, business development and account management
- BS in engineering or science degree or equivalent technical degree, Masters a plus
- Experience with specification and integration of automated test equipment and software, experience with National Instruments products, a plus
- Selling skills and contract negotiation experience
- Experience with proposal writing, and conceptual solution sales
- Hands-on experience in front line sales, prospecting, and CRM systems (Salesforce a plus)
- Experience selling custom test applications such as LRU testing, ITA and fixturing, cable harnesses, embedded system testing, self-test, system integration labs, hardware-in-the-loop (HIL) testing, a plus
- Self-motivated, goal oriented, interpersonal and teaming skills
- Excellent verbal and written communication, and excellent presentation skills
- Proficient with MS Excel, PowerPoint, and Word
- Eligibility for ITAR and defense contract work.(US citizen or permanent legal resident)
- Experience in Aerospace and/or Defense industries is a plus
- Experience in Government contracting and Federal Marketing is a plus

Company office in Richardson, Texas (Dallas-Fort Worth) with primary customer base in Dallas Fort Worth Metroplex. 25% travel to customer sites and marketing events within the US.

Salary and Benefits:

Salary is commensurate with experience level. Full-time permanent employees are eligible for the following benefits: medical/dental/vision insurance, 401k, profit-based bonus, paid vacation/holidays/sick time, life insurance, educational reimbursement program, health savings plan, Flex-Med medical savings plan, Flex-Care (125 pretax childcare). G Systems provides an excellent work environment, and strong growth potential.
