



**Job Description Form**

Division/Department:	Sales & Marketing
Location:	Boalsburg, PA or other suitable location
Job Title:	Sales Manager
Reports to:	Executive Vice President, Sales

Level/Grade	Type of position: <input checked="" type="checkbox"/> Full-time <input type="checkbox"/> Part-time <input type="checkbox"/> Contractor <input type="checkbox"/> Intern	Hours_____ / week <input checked="" type="checkbox"/> Exempt <input type="checkbox"/> Nonexempt
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**General Description**

- Identify, qualify and develop opportunities for Locus Microwave/Codan SATCOM products into Government/Military Accounts.
- Attend to new business development within Government/Military segment.
- Maintain proper information in database for all designated accounts.
- Incorporate strategic market launches (as determined by management) into account management and development routine.
- Gather applicable market intelligence to enable SATCOM management team to make decisions regarding RF product development.
- Provide assistance/communication between engineering and sales regarding relevant customer needs and feedback related to current and future programs utilizing Codan SATCOM products.
- Perform sales related tasks as necessary for designated accounts.
- Promote a "team" approach to all aspects of Account management, technical support efforts and development.
- Travel approximately 30%

**Work Experience Requirements**

- Minimum of 5 years experience in SATCOM equipment sales role
- Specific experience in Government/Military sales desired.

**GENERAL REQUIREMENTS**

- Established familiarity with relevant Government/Military Accounts
- Experience with commercial SATCOM equipment customers a plus.
- Excellent time management, presentation and organizational skills
- Understanding of SATCOM business segment
- Willingness to travel for customer visits, trade show participation, etc...
- Comfortable working with spreadsheets, power point and other related programs.
- Ensure tasks undertaken are consistent with safe working practices and adhere to the requirements of the Locus Microwave/Codan OHS&W System.
- Contribute to a collaborative team and work environment to achieve high performance, ongoing learning and improvement.
- Ensure business processes and tasks undertaken are consistent with the company's systems and procedures.
- Must be a US citizen or lawful permanent resident as defined by ITAR regulations.

**Education Requirements**

- B.S. (or equivalent experience) in technical discipline (MBA preferred)

## ***LIMITATIONS AND DISCLAIMER***

The above job description is meant to describe the general nature and level of work being performed; it is not intended to be construed as an exhaustive list of all responsibilities, duties and skills required for the position.

All job requirements are subject to possible modification to reasonably accommodate individuals with disabilities. Some requirements may exclude individuals who pose a direct threat or significant risk to the health and safety of themselves or other employees.

This job description in no way states or implies that these are the only duties to be performed by the employee occupying this position. Employees will be required to follow any other job-related instructions and to perform other job-related duties requested by their supervisor in compliance with Federal and State Laws.

Requirements are representative of minimum levels of knowledge, skills and/or abilities. To perform this job successfully, the employee must possess the abilities or aptitudes to perform each duty proficiently. Continued employment remains on an "at-will" basis.