

## ACCOUNT MANAGER

### ABOUT THE COMPANY

Persistent Systems, LLC is a growing business that develops Mobile Ad hoc Networking (MANET) wireless radio systems for US Government and commercial applications. The radios are typically worn on the person, mounted to manned vehicles, integrated into autonomous unmanned vehicles, or installed at fixed sites. The systems provide on-the-move data, voice, video, and situational awareness capability. Located in the heart of New York City, Persistent Systems, LLC is an exciting company that is passionate about delivering cutting edge products.

### JOB DESCRIPTION

As an Account Manager, you will be providing Wave Relay® based technical solutions to Fortune 500 companies and Government customers, bringing a new generation of communications capability not available anywhere else!

### RESPONSIBILITIES

- Communicate Persistent Systems value proposition to varying technical and non-technical clients, including executive "C" level management, VP, and Director levels, and end-users.
- Design technical solutions to meet prospect's business, technical, and/or financial goals.
- Support and respond, in an effective and timely manner, on RFI / RFPs
- Record all relevant information about potential leads, existing customers, and sales orders
- Support and speak at tradeshow demos and press events
- Develop requirements documents, presentations, proposals and ROI models, and coordinate with a team of support specialists, consultants, or project managers to execute sales objectives or to ensure that all pre-sales customer requirements are documented and transitioned.
- Maintain expert knowledge of Persistent Systems products to develop and present unique solutions, and maintain knowledge of emerging trends in technology and online advertising.
- Work closely with Marketing and Engineering by providing feedback from information gathered during sales projects.
- Partner with Value Added Companies to provide full solution systems
- Establish international relationships and accounts

### REQUIREMENTS

- BS in EE/CS or Technology Related Degree with 5-10 years of experience.
- Experience in technical sales to Defense, Mining, Oil/Gas, and Agriculture or Autonomous systems
- Experience using Salesforce.com and QuickBooks
- Technical field operations experience (sales engineering or consulting experience preferred).
- Proven ability to adapt your presentations to the technical level of the audience, and must be comfortable presenting technical materials to large groups.
- Various locations available
- Must be available to travel 50% of the time.

\*\*Applicant must have a security clearance or be able to obtain a security clearance.\*\*

### APPLY

Please send a resume and cover letter, and references to [jobs@persistentsystems.com](mailto:jobs@persistentsystems.com).

