



U.S. Cargo Systems

Title: **Sales Engineer**

Reports to: **Sr. Business Development Manager**

Summary of Position:

Reporting to the Business Development Manager, the Sales Engineer will support either Military or Commercial Business Units, depending on who he/she reports to. Responsible for developing and executing strategies for continued new business growth and expansion of legacy business. Plans, coordinates, and manages business development activities including customer engagement, lead generation, and proposal development. This role will focus on either commercial or military new business development opportunities for the OEM (Original Equipment Manufacturer) and Aftermarket segments. This role will also include developing and maintaining customer relationships and contributing to the yearly business plan.

Duties and Responsibilities:

- Focuses on details of value creation, i.e; value-based pricing, continual cost improvement, identifying profitable new business opportunities and market analysis
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- Take the lead role throughout the new business cycle; primary objectives include:
 - Identify new opportunities with both existing customers and prospective customers
 - Participate in development of product requirements
 - Obtain Requests for Proposal (RFP), Requests for Quote (RFQ) and Requests for Information (RFI) if applicable
 - Generate, manage, and submit new business proposals
 - Participate in negotiation of relevant terms of sale
 - Close and secure new business wins consistent with the company value drivers
- Primary customer interface throughout the new business cycle, responsible for building and fostering strong customer relationships and partnerships
- Meet with customers to understand their requirements, assist in specification development, share technical information, and promote our company and products
- Support the new business pipeline and drive opportunities through the opportunity funnel in conjunction with the Business Unit Managers
- Contribute to sales forecasting, long-term business planning, and product line strategy development
- Lead and conduct business, industry, market, platform, product and competitor analysis to develop strategies to support business growth and profitability
- Support marketing activities for the business, including trade shows, conferences, industry events, and media



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- Travel requirements will be approximately 50-60%

Qualifications:

- 4-year college degree (engineering degree preferred)
- 5-10 years minimum related experience
- Experience with related to Cargo Systems preferred
- Experience with increasing responsibilities
- Broad business knowledge preferred: technical sales, engineering, finance and operations
- Aerospace experience preferred
- Ability to drive results from current and prior positions
- References validating proven performance is required

Skill Set Required:

- Leadership abilities
- Understanding of the details of creating real value
- Good business sense/judgment
- Critical thinking and problem solving
- Action oriented
- Strong communication skills (verbal and written)
- Open and honest communication.
- Take ownership for their performance and for their team's performance
- Results oriented
- Manage and prioritize multiple programs to maximize value creation
- Good writing skills
- Extensive working knowledge of MS office software (particularly MS Excel and MS PowerPoint)

About US Cargo Systems

US Cargo Systems, formerly known as AAR Cargo Systems, is a worldwide leader in the design and development of Cargo Handling and Aerial Delivery Systems. We are proud of our 50+ year heritage serving countless commercial and military aircraft customers with leading edge technologies. Our sales and engineering teams have worked directly with nearly all Aircraft OEM's as a Tier 1 supplier, as well as with major freight integrators. We have provided systems for over 40 different aircraft types, including main deck cargo handling systems for the MD-11, 747, 767, A300, A310, and numerous regional transport aircraft. In addition to world class conveyance, guide and restraint solutions, US Cargo Systems has developed Aerial Delivery and Cargo Logistics Systems for several different military aircraft including the A400M, C-130, C-27J, C-2, CH-47, S-92 and AW-101. Whether the need is for smart, lightweight and robust cargo handling or flight critical complex systems, we have field proven solutions.