VT Miltope

A company of VT Systems

Position Title:	**Systems Engineer- WNS**
Department:	Business Development
Reports To:	Executive VP- Business Development
FLSA Status:	Exempt
Prepared Date:	1/28/2019
Approved Date:	1/28/2019

VT Miltope designs and manufactures rugged computing and networking solutions. We have multiple offices located primarily in the United States. We encourage a healthy work life balance with our PTO programs and 9/80 work week. In addition, we have excellent benefits such as tiered health plans through BCBS, 401k and various insurances that are employer paid.

LOCATION
This role shall either report into our Huntsville, Alabama location or can be home based depending on mutual agreement.

SUMMARY
This role shall serve as the primary technical liaison with customers, supporting business development and will act as the internal, technical voice for the customer. Must possess experience in commercial airborne system networks, systems architectures, subassemblies, embedded software / firmware, and peripherals. This position requires a directly related technical background and strong interpersonal skills in order to properly convey technical strategy and concepts while developing customer relationships in support of business capture opportunities. Must have experience with industry standards such as DO160, ARINC, and 802.11. This position will be responsible for all technical aspects of new business captures and for generating technical requirements for each opportunity to ensure successful design and development execution that meets and exceeds customer expectations. This position will be highly visible and will require active participation to ensure proper project planning and execution.

ESSENTIAL FUNCTIONS *(To perform within this position successfully, the incumbent must be able to perform each essential duty satisfactorily. Other duties may be assigned.)*

- Develop and maintain working relationships with customer technical teams to ensure that proposed solutions meet customer requirements and expectations
- Participate in industry standards committees and working groups such as ARINC/AEEC
- Formulate technical strategies for strategic business pursuits
- Identify product opportunities based on market analysis and research
- Develop technical requirements for new design activities based on customer interchanges
- Prepare Systems Requirements Documents (SRDs) to provide requirements for internal execution traceability and conformance
- Report design status and project updates to customers throughout development phases
- Ensure product design meets customer expectations

- Ensure new requirements and scope changes are properly captured, analyzed, handed off to internal engineering, and properly executed
- Define technical requirements to support internal Bid & Proposal (B&P) activities
- Create & execute technical demonstrations as required
- Support internal development of technical execution plan (strategy, cost, schedule, etc.)
- Lead technical proposal writings and oral presentations
- Coordinate technical interchanges between customers and internal resources
- Support initiatives to implement and maintain best engineering practices throughout development phases
- Coordinate rapid prototype activities to support customer demonstrations
- Attend tradeshows to provide technical support in product showcasing and demonstrations
- Support initial product fielding and customer evaluation exercises to ensure success and capture feedback
- Strong interpersonal skills with proven track record of direct customer and internal communications.
- The candidate needs a proven track record in meeting deadlines.
- Applicant must be self-motivator and able to handle multiple tasks concurrently.
- Provides customer liaison
- Provides technical advice and direction
- Administers corporate personnel policies
- Perform other duties as my be required

Supervisory Responsibilities: No

BASIC QUALIFICATIONS *(The requirements listed below are representative of the knowledge, skills, and/or ability required and preferred for this position.)*

Required Education & Experience:
- BS Electrical Engineering, BS Systems Engineering, or BS Computer Engineering
- Minimum 10 years' experience in Design and/or Systems Engineering role for wireless / networking products & peripherals for airborne and other transport applications
- Business Development technical support experience in aviation industry
- Strong understanding of computer hardware, software, networking and systems

Required Knowledge, Skills, & Abilities:
- Expert design knowledge and experience with system networks, systems architectures, subassemblies, embedded software / firmware, and peripherals
- Thorough understanding of advanced networking and design concepts
- Experience with common aviation standards and specifications (e.g. DO-160, ARINC, 802.11, cellular, etc.)
- Familiarity with aviation product qualification cycle, domestic/international radio certifications, and product release
- Exceptional teamwork and communication skills
- Excellent leadership and presentation skills
- Ability to comprehend and follow instructions precisely
- Ability to interface with diverse experience and educational backgrounds
- Maintains reasonable balance between internal technical and business organizations
- Flexibility to multi-task and manage both simple and complex assignments at the same time

- Energetic and positive attitude with willingness to work closely with all team members to achieve success
- Takes initiative to establish new processes & methods to improve design and development activities
- Ability to read and understand schematics and mechanical/electrical drawings.
- Ability to organize and prioritize tasks; excellent time management skills.
- Strong interpersonal, verbal and written communication skills to interface with project team and external vendors and be able to accurately document, report and present
- A drive for results in a teambuilding environment
- Ability to research solutions and apply advanced planning tools and techniques to resolve business challenges.
- Ability to organize, schedule, budget and coordinate work phases; excellent time management skills.
- Proficient with Microsoft Office (Word, Excel & PowerPoint); proficient experience using internal ERP systems, use of all engineering software and related applications
- No travel restrictions

Preferred Education & Experience:
- MSEE or MBA Preferred
- Working knowledge of Microsoft Dynamics AX 2012

Physical Demands and Work Environment:
- While performing some duties of this job, the incumbent is frequently exposed to moving mechanical parts, fumes, or airborne particles, risk of electrical shock and vibration.
- The noise level in the work environment is usually moderate.
- The incumbent may be required to walk and stand for long periods of time.