



IRONHAWK
T E C H N O L O G I E S

Delivering Decision Critical Data™

Position Title: Software Sales Engineer (Richmond, VA)

Company Overview

Ironhawk Technologies' (www.ironhawk.com) mission is to Deliver Decision Critical Data™ throughout the last tactical mile to the *tip of the sword* over narrow band satellite communication networks. Our advanced Java-based digital data management solutions are sold not only to the government, but also to intelligence-based and commercial organizations.



In this environment, we enable distributed and mobile organizations to share, synchronize and retrieve information across multiple platforms, databases, and networks. We accomplish these objectives by creating technology platforms, applications and services that improve the performance of our military communications and save lives in the operating theater.

Position Responsibilities

Ironhawk has an immediate opportunity for a technically- and business-savvy individual capable of driving software sales through his or her technical expertise. The successful candidate will directly support the sales process by providing detailed technical information about and evaluation support for our products, and then demonstrating them to customers in their environments. Candidate must create and deliver incisive pre-sales technical presentations that will convince business people and technical staff of the value of Ironhawk solutions. They need to achieve this objective by working with the sales team to understand customer requirements, promote product sales, and develop proposals. This person will interact with Ironhawk sales, marketing and development teams, as well as with Ironhawk customers.

Position Requirements

- 10 years' experience providing sales and engineering support.
- Based in Richmond, Virginia, or the surrounding area.
- Willingness and ability to travel at 50% to 75% of the time.
- Software industry experience with strong oral and written communication skills.
- "Drill-down" ability to meaningfully participate in and contribute to in-depth technical discussions.
- Keen ability to present technical concepts to laypeople and non-technical audiences.
- Enthusiastic and self-motivated with a strong desire to win new business.
- US Citizenship required.



Strongly preferred, but not required

- Bachelor's in Computer Science, or another science-related degree.
- Sound understanding of Java-based solutions.
- Experience with formal requirements gathering.

**Employment Opportunity:
Software Sales Engineer**



IRONHAWK
T E C H N O L O G I E S

Delivering Decision Critical Data™

- Product development background with hands on development experience.

Equal Opportunity

Ironhawk is an Equal Opportunity Employer. Our hiring and employment decisions are based solely on your individual merit and your qualifications directly related to professional competence. Ironhawk does not discriminate on the basis of race, color, religion, national origin, ancestry, pregnancy status, sex, age, marital status, disability, medical condition, sexual orientation, gender identity, or any other characteristics protected by applicable Federal and/or state law. Ironhawk will also make all reasonable accommodations to meet its obligations under the Americans with Disabilities Act (ADA) and state disability laws.

How To Apply

Ironhawk offers a competitive compensation package, including comprehensive benefits (health, 401K, stock options and profit sharing). To be considered for this position, you must meet the minimum requirements as described above and forward your cover letter and resume online to jobs@ironhawk.com. Agencies: please note that Ironhawk is not responsible for any fees for unsolicited resumes.



**Employment Opportunity:
Software Sales Engineer**