

POSITION FOR MILITARY-AEROSPACE SALES PROFESSIONALS

Company Description:

LCR Electronics is a growth company specializing in the design, development and manufacturing of custom/standard Backplanes, Integrated Subsystem Chassis, EMI filters (RFI filters, EMC filters), Motor controls, and Electronic controls. Our overall target markets include Military, Aerospace, Appliance, Commercial, Industrial, Telecommunication and Medical markets. We see large potential growth over the next few years in our Military Market place and have set our sights on these growth opportunities. We have positioned our Military products, which include EMI Filters, Backplanes and Integrated Subsystem Chassis, to assume a more significant share of the military and aerospace market and are currently seeking several aggressive, technologically-savvy and results-oriented sales professional with a background in consistently prospecting within this target market.

Candidate:

The Sales Engineering Candidates that we are seeking will focus their efforts on our Military and Aerospace customers that are comprised of prime tier 1 and tier 2 subcontractors (typically companies like Boeing, BAE, Lockheed Martin, Northrop Grumman, etc.). This individual must possess a drive for success and a commanding sense of urgency, yet have a polished and professional approach. Our expansion is due to growth/demand and the positions we are seeking to fill are vital positions within our firm.

Profile:

Sales/Technical Exp. with Electro Mechanical or Electronic Systems Products
Ability to penetrate complex organizations (Military and Aerospace)
History of selling into Military or Aerospace (Tier 1 & 2 defense Contractors).
Engineering degree or substantial technical sales background a plus.
Targeting decision-makers and clearly differentiating your unique offerings
History of successful prospecting to generate new prospect meetings
Experience and clear focus on new account development
Experience in controlling the sales process w/high level decision makers
Ability to clearly differentiate yourself/LCR from the competition.
Possess a strong presence/strong impact when speaking with prospects
A verifiable history as a top sales performer.

Desired Characteristics:

Strong presence; Take-charge mentality; Aggressive; Decisive
Strong telephone presence and communication skills

Ability to interact and effectively communicate with Engineers/Designers
Strong communications skills.
Highly organized and very effective time management skills
Is highly customer focused

Successful candidates must possess a minimum of 5+ years experience in direct technical sales, a background selling into our target markets, and have the ability to open new opportunities through targeted prospecting and strong negotiating skills. We offer an attractive compensation structure including salary, commission and bonus with strong internal sales support creating a lucrative package for the right individual. If this opportunity excites you and you feel that you can make a significant contribution to our growth, forward your particulars to rminicucci@lcr-inc.com