



## **Job Announcement**

### **Job Opportunity: Government & Military Account Manager**

Our organization is currently looking to fill a position as Government & Military Account Manager. Sonetics Corporation provides communication solutions for pilots, firefighters, emergency personnel and for other challenging environments. Our subsidiary, Flightcom, develops devices for general aviation and military applications. Our division, Firecom, is the leading manufacturer for fire and emergency services and also serves industrial applications. Our corporate office is located in Portland, Oregon. Please review our web sites at [Flightcom.net](http://Flightcom.net) and [Firecom.com](http://Firecom.com).

This position provides a unique opportunity to develop your sales skills in military and government sales channels for our subsidiary, Flightcom Corporation. You will work to grow sales by establishing and developing relationships with end users, OEM's and government entities. Your target customers are from airlift and air combat commands, including both aircrews and maintainers. You will create demand for the Flightcom military product lines and work with end users to identify their communication needs and provide solutions from our array of products. You will facilitate customer calls, faxes, and e-mail in coordination with the entire sales team. You will act as our Military Liaison and field engineer as well as participate on product development teams with an emphasis on defining user requirements through market research. Long sales cycle and competitive marketplace requires you to be highly tenacious and persistent to achieve sales goals.

#### **Required Qualifications:**

- Recent aircraft communication / navigation maintainer experience is required with preference given to those with USAF airlift airframe experience
- Minimum of two years product sales experience (including tradeshow); may substitute other relevant work experience for one year of sales experience
- Strong influencing skills
- Professional presentation skills
- Up to 25% travel is required

#### **Preferred Qualifications:**

- Prefer separation from military within the prior five years
- Bachelor's degree including some marketing or business management education or relevant experience may substitute for degree (i.e. professional military education etc)
- Formal sales training

This position is national in scope and allows you to work remotely/telecommute.

If you believe that you might have the skills and drive to be successful in this role, please send a letter of interest and resume to [hr@flightcom.net](mailto:hr@flightcom.net).

Sincerely,  
Signe Geneser  
Hr Generalist  
Flightcom Corporation