



316 W. FLORENCE AVENUE, INGLEWOOD, CALIFORNIA 90301
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JOB OPENING

RF SALES ACCOUNT EXECUTIVE

Overview:

Empower RF Systems is an industry-leading provider of high power radio frequency (RF) amplifiers. Founded in 1999 and located in Inglewood, CA, the company designs and manufactures solid-state, high power amplifier systems and modules for commercial and military customers worldwide. Our next generation technology is a game changer in the market and we are seeking a well-connected and dynamic sales professional to join our Sales Team to drive accelerated growth with these products.

Job Summary:

This sales and leadership position is focused on driving business growth and results from our key markets of EW (Electronic Warfare), Communications, Radar, and Test & Measurement. The RF Sales Account Executive has a technical background, strong credentials and contacts in OEM's and Agencies, and a demonstrated track record of partnering, team building, and strategic selling.

Essential Functions:

- Execute a sales plan and lead by example in implementing strategies to close orders and grow our power amplifier business.
- Build a strong presence for Empower RF Systems at targeted OEM and Agency locations and across key markets.
- Leverage industry contacts and previously-developed account coaches to generate and close new business opportunities.
- Build a sales funnel for developing new business and mapping key opportunities at targeted OEM's and Agencies.
- Work collaboratively with product engineers, FAE's, business development, and inside Sales support team.
- Represent the Company with key customers by leading, as appropriate, contract negotiations and strategic engagements.
- Participate in industry or trade associations as a representative of Empower RF Systems.
- Provide accurate and timely reports, forecasts, and budget detail to management.

Qualifications:

- BSEE or other BS degree, or equivalent RF industry experience.
- 10+ years of successful experience in strategic account sales of complex RF products and sub-systems.
- Ability to read and understand technical aspects of amplifier design as related to sales opportunities and contracts.
- Confident presenter with strong communications skills, both written and verbal.
- Self-motivated – competitive and with an entrepreneurial spirit.
- Record of achieving sales results; strong network of relevant contacts at OEM's and Agencies.
- Demonstrated skills and references as both a team builder and customer advocate inside the organization.

Summary:

If you are a dynamic, well-connected and driven sales professional with a technical background, this is an opportunity to lead technical change in the market and further your experience and career growth. We offer a competitive salary, cash bonus plan, stock options, comprehensive benefits including medical, dental, vision, 401k matching contributions, etc. To learn more about Empower RF Systems and our other career opportunities, please visit our website at www.empowerrf.com.

To Apply:

https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=cea401c3-74d3-47aa-af70-642af9d7bd27&jobId=141709&lang=en_US&source=CC3&cclid=19000101_000001

OR: Go to company website, click on "Job Opportunities" on left menu, and click to apply to RF Sales Account Executive.

Empower RF Systems is an equal opportunity employer of females, minorities, individuals with disabilities and protected veterans.