



Example of Aerospace & Defense Job Description

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Our company is looking to fill the role of aerospace & defense. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for aerospace & defense

- Lead account-related pre-sales activities, assessments, and the delivery of transformational solutions
- Establish and maintain outcome-focused, trusted relationships with senior leadership and partners to scope, solution, propose, close, and deliver consulting and technology solutions for the customers' complex operational challenges
- Assist in the growth and development of solutions by providing leadership and direction, contributing to the growth of intellectual capital in the industry and supporting the development of other consultants through mentoring and/or coaching activities
- Define 'whole product' offerings through collaboration with product management, business development, partners, and customers to grow market share in prioritized market segments
- Drive success of key beachhead application wins and key performance indicators
- Interface as application expert with Product Marketing to develop global go-to-market plans based on the customer needs and target personas
- Develop symbiotic relationship with vertical sellers
- Enable direct sales channel with customer engagement strategies based on a deep understanding of the application, partners, and customers
- Identify, create, and manage partner relationships to fill 'whole product' gaps
- Assess key competitive offerings and work with Product Marketing to create training and sales enablement material

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- Must be enrolled in a ABET-accredited engineering undergraduate or graduate program and majoring in Electrical Engineering or Aerospace Engineering
 - Must have completed at least two-years of an undergraduate program and have a minimum of a 3.0 GPA
 - Must be a U.S. Citizen with willingness/ability to possess DoD TS/SCI security clearance
 - Relevant professional experience (2-5 years) in related fields (government, think tank, strategic consulting, policy, academia, corporate when relevant)
 - Bachelor's degree, MBA or other advanced degree
 - Ability to accomplish work in a fast-paced and dynamic environment