



Company Profile

XTAR LLC (www.xtar.com) is a privately owned and operated satellite communications company committed to serving the needs of government customers. The company is a joint venture between Loral Space & Communications and HISDESAT. Headquartered in Herndon, VA., XTAR has offices in New York City, Madrid, Spain and Palo Alto, California.

XTAR, LLC provides commercial services in the X-band frequency (7.25-8.4 GHz) through two owned and operated satellite payloads, XTAR-EUR and XTAR-LANT. XTAR's unique satellite system supports the critical communications requirements of multi-national organizations, governments, military, diplomatic, and civilian agencies in the United States and elsewhere.

Position

The Sales Engineer position at XTAR brings broad senior-level engineering expertise to all pre-sales and post-sales exchanges with existing and prospective customers with the aim of developing business opportunities, generating increased revenues, and designing services that meet customers' needs. Unlike most cases when companies have products that have a specific function or utility, XTAR enables the Government increased access to a uniquely Government frequency band to augment Government owned assets. Each end-user has unique requirements, and our solutions are tailored to fit the need, rather than the need being tailored to fit the product. We are looking for an individual who is willing to fit in with our team ethos of "customer first" to develop effective solutions to their satellite communications needs.

Critical Responsibilities:

1. Play a key role in pre-sales and post-sales technical consultancy activities, performing complex technical feasibility and business case analyses, with special emphasis on VSAT Networks, to facilitate customer and end-user decisions to implement services on XTAR's satellites.
2. Play a key role in collaborating with sales team to develop and recommend innovative cost-effective proposals that meet customer requirements.
3. Play a key role in collaborating with management to perform complex technical feasibility and business case analysis to grow XTAR and the XTAR brand.
4. Assist customers in making most effective use of their investment in XTAR's satellites, performing link budget analyses, technical evaluations and bringing innovative and out-of-the-box thinking to the table in collaboration with customers and partners.

Important Responsibilities:

1. Provide high caliber technical project support and program management to customers who want to implement new services and technologies.
2. Develop reports summarizing technical analyses, findings and recommendations.
3. Play a key role in the development and delivery of customer training to market new Intelsat services.

Minimum Requirements

- A College degree (or an equivalent amount of education and work experience) from an accredited University, with at least three to five years of experience and a thorough knowledge of the economics of satellite communications solutions.
- Must be able to develop and persuasively present business cases.
- Must have experience with ground segment equipment and associated satellite industry products and with terrestrial networking infrastructure.
- A working knowledge of and experience with VSAT Network technology and market trends for corporate and private networks would be a great advantage.
- Knowledge of the Government Services industry and Government contracting within the satellite space is highly desirable.
- Must have an excellent command of the English language, in both written and oral communications.
- Must be willing and able to travel as the demands of the position dictate, although travel is anticipated to be less than 20% of the time.