



Job Title: **Technical Sales Engineer – West Region, USA**  
Department: Sales  
Facility: Remote  
Effective Date: September 22, 2023

Interested candidates should email their resume with a minimum of (3) professional references to Thomas W. Ferguson, CEO at [tferguson@waterfordconsultants.com](mailto:tferguson@waterfordconsultants.com)

Summary (Basic purpose of the job):

Waterford Consultants, the leading regulatory compliance consultancy in the US since 2004, is seeking a dynamic individual with the rare combination of Radio Frequency (RF) engineering expertise and *solutions sales* experience to lead business development in Waterford's west region. The ideal candidate will have familiarity with the basics of commercial wireless telecommunications, FCC regulatory compliance and experience presenting complex technical solutions.

Duties:

- Present RF monitoring and modeling solutions to regulatory compliance personnel, construction manager and RF engineers employed with licensed network operator clients
- Present RF monitoring and modeling solutions with industry verticals requiring RF emissions safety and compliance such as hospitals, commercial office, schools, universities, etc.
- Prepare and deliver detailed proposals including scopes of work, delivery timelines and pricing
- Ensuring sales are consistent with company strategy, goals and objectives
- Develop marketing plans and strategic target lists
- Attend trade shows
- Track progress, client contacts and proposals in MS Dynamics

Skills and Attributes:

- Strong analytical skills, ability to identify client needs
- Strong listening skills
- Strong presentation skills; ability to present innovative hardware and software solutions in an easy to understand manner
- Excellent written and verbal communication skills required
- Detailed and prompt follow-up on action items
- Ability to read and comprehend construction drawings, site plans and electromagnetic emissions (EME) studies is preferred
- Experience using MS Dynamics or similar ERP is a plus
- Ability to work remotely but collaborate daily with teammates
- Proven experience overcoming objections and obstacles

Work Location:

- Will only consider candidates residing in Phoenix, Denver, Seattle, Portland or Las Vegas metro areas
- Remote from home, with significant travel required >50%

Requirements:

- Bachelor degree or 5 years of progressive work experience aligned with the duties of position



**WATERFORD**

201 Loudoun Street SE  
Suite 300  
Leesburg, VA 20175

Office 703.596.1022  
Fax 540.242.3195  
[waterfordconsultants.com](http://waterfordconsultants.com)

- Proven experience presenting technical hardware or software solutions both on-line and in-person
- Proficient using MS Office software, especially Excel and PowerPoint

Benefits:

- 401(k)
- Health insurance (100% employer paid)
- Dental insurance
- Vision insurance
- Short-term disability (100% employer paid)
- Long-term disability (100% employer paid)
- Life Insurance (100% employer paid)

Interested candidates should email their resume with a minimum of (3) professional references to Thomas W. Ferguson, CEO at [tferguson@waterfordconsultants.com](mailto:tferguson@waterfordconsultants.com)