

Ultra Electronics - USSI is a federal contractor/subcontractor, and an Equal Opportunity/Affirmative Action Employer. As such, we are requesting the priority referral of protected veteran candidates. . Ultra Electronics - USSI has one hiring location in Indiana. Morgan Booker, Human Resource Generalist, is responsible for hiring at this location and can be reached at jobs@ultra-ussi.com or 260-248-3559.

**INDIANA
WORKFORCE
DEVELOPMENT**



JOB ORDER FAX SHEET
Please Fax To The Office Nearest You
Fort Wayne: 260-745-7757

FEIN: 35-2062560
FEDERAL EMPLOYER IDENTIFICATION NUMBER

Company Name: Ultra Electronics – USSI

Street Address: 4578 E. Park 30 Drive

City, State, Zip: Columbia City, IN 46725

Are you a Federal Contractor or Sub-Contractor? Yes

Is there Bus Service to the Job Location? No

Is a Driver's License Required? No

CDL Endorsements Required? No

List Any Required License, Certification, Journey Card, etc...

MUST HAVE U.S. CITIZENSHIP

List type of Experience Required and the Amount of Experience needed:

Must be a US citizen. Bachelor's degree in business administration, marketing, communication, industrial management, industrial engineering, electrical engineering or similar discipline. Must have a minimum of 10 years experience in managing, supporting, and growing a global indirect sales channel. Must have experience in small scale energy management products such as hybrid power management systems, solar power management, battery management systems, charge controllers or fuel cells. Experience working trade shows (set up, tear down, new customer acquisition , and effective customer communication).

Job Description:

Maximize sales revenue through active sales channel management and marketing activity of our Fuel Cell operations. This position will continually enhance the strength of our legacy distribution network via critical evaluation, continuous improvement tactics, and point focused sales and marketing strategies to current channel partners. This position will play a role in evaluating and procuring new reseller and systems integration candidates on a global realm. This position will be "growth-focused" and will be responsible for the total sales and marketing strategies for our Fuel Cell products. Activities will include face-to-face visits, phone contacts, trade show support, and email correspondence. This position will be the primary management point for the global distribution network. Candidate will interface with manufacturing, engineering, product management, and technical

Job Title: Sales and Marketing Manager (E-368)

Number of Openings: 1

Duration of Job: Over 150 Days

Annual Salary Range: \$ 90,000 \$ 120,000

Number of Hours Per Week: 40

Day of Week (i.e. Mon – Fri): Mon-Fri

Education Requirements: See Below

Minimum Age Required: 18

How Should The Job Seeker Contact You:

Submit resumes on-line: www.ultra-electronics.com/careers.php

Benefits: Health Insurance & Vacation

development staff to facilitate overall increased sales activities, resolve technical inquiries, promote product development, and solidify overall customer satisfaction.
