

FIBERTEK, INC.

AN ADVANCED PHOTONICS COMPANY

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Senior Technologist

Fibertek, Inc. (www.fibertek.com) is a leading developer of electro-optical systems for the aerospace community, with key contributions to earth-sensing, laser communications, and lidar sensors for NASA, DoD, and commercial customers. We are looking for a highly motivated individual to join our team to drive growth in established applications and customer communities, and to expand into adjacent markets.

Your Job

The Senior Technologist directly impacts our company growth through developing custom solutions addressing our customers' most challenging missions. You will be responsible for developing relationships with key customers, understanding technology needs across the aerospace community, and working with our technical team to develop and propose discriminating solutions. This position requires a broad range of skills including technical expertise in lasers, optics, lidar, and/or optical communications; excellent written and oral communication skills; and creative strategic vision that will contribute to sustained growth over time. You will join an agile small business that has a dedicated team of technology and business leaders with 35 years of success behind them. Your role will include:

- Development and proposal of technical solutions, including writing & delivering compelling proposals and close opportunities resulting in increased revenue and a diverse technology and customer base.
- Identify and engage new customers & partners in the federal space (NASA, New Space, Defense and Major Aerospace Primes).
- Sustainment of healthy customer relationships from long term positioning, technical idea generation through proposal writing, award and follow-on.
- Collaboration with business development, engineering and leadership teams to develop winning solutions.

Desired Skills and Experience

- Technology expertise in the laser, lidar and/or free-space laser communication or related fields with an advanced technical degree and a minimum of 10-years' experience.
- Proven track record of developing advanced technical solutions, communicating the solution & value to customers and writing winning proposals.
- Established connections within the laser, lidar and/or laser communication communities across customer groups at NASA, DoD, and other aerospace contractors.
- Excellent communication in written and oral formats with customers and colleagues.
- Flexible and able to contribute in multiple roles including technical, strategic and business development activities.
- US Citizen with Secret or Top-Secret clearance preferred.

Why Fibertek, Inc?

FIBERTEK, Inc. is a recognized leader in advanced laser, lidars and laser communication systems providing our DoD, NASA and Aerospace customers discriminating capabilities. We pride ourselves in our innovation and customer success focused culture enabled by a creative and relaxed work environment with minimal bureaucracy. Fibertek is in the center of northern Virginia's technology corridor and near the world-class cultural venues in our nation's capital and a wide range of outdoor activities offered in the Blue Ridge Mountains and Chesapeake Bay areas. We are within walking distance of the DC metro station opening in 2020. Fibertek fosters a progressive learning environment that values inspiration, promotes professional challenge and encourages personal growth. We offer competitive and incentivized compensation package with excellent benefits. Relocation assistance will be available.

How to Apply

Send your resume to jobs@fibertek.com.