

Terma North America (TNA), a U.S. subsidiary of Denmark-based Terma A/S, is seeking a highly qualified **Application Manager-Radar** to join our U.S. team of exceptionally dedicated professionals. The Surveillance & Mission Systems business unit is responsible for sales and support of Radar Systems, Naval Solutions, Wind Farm Solutions, Mission Solutions and Critical Infrastructure Protection. With a large, constantly growing, installed base, Terma supports more than 1,500 radar systems, 2,000 aircraft, and several navies worldwide.

Location: Atlanta, Georgia

The Challenge:

The Application Manager- Radar will support our Business Development and Programs organization in the development of new business, retention, and expansion of existing business base. This position is critical to further expand Terma's growing presence in the North America region. The job requirements span across the areas of Radar Systems, Naval Solutions and Wind Farm Solutions.

Job Requirements

- Support Business Development management by attending customer meetings and events to understand and translate customer needs into technical solutions.
- Understand, interpret and break down user requirements and ensure that the overall system requirements are defined and documented.
- Provide technical leadership in formulating requirements, and identify critical engineering requirements.
- Develop, verify and validate system and solution designs to ensure conformance with functional specifications and customer requirements.
- Perform radar coverage and Line-of-Sight (LOS) analyses to produce coverage diagrams in support of sales.
- Work directly with System Integrators and other product manufacturers on integration issues.
- Support proposal development activities including development of technical solution, proposal text development, completion of technical requirements matrices, cost estimating, and presentation activities.
- Define interfaces between assigned system and sub-system components.
- Ability to address system interfacing questions. Work through technical problems/questions.
- Work with Integrated Product Teams, customers and end users to understand and document requirements compliance.
- Coordinate with stakeholders to generate and present briefing packages at customer events.
- Be prime point of contact for interfacing with customer to discuss/resolve technical issues and provide status.
- Evaluates alternatives including cost and risk.
- Interface with Terma project teams and management to report project status.
- Evaluate current procedures and practices to develop and implement improved procedures and practices.
- Provide 2nd and 3rd level technical support to field service engineers/technicians.
- Proven working experience in installing, configuring, and troubleshooting UNIX/Linux based environments.
- Solid networking knowledge (OSI network layers, TCP/IP, UDP)
- Solid knowledge in solid state/pulse compression radar systems, Doppler processing, and radar tracking systems.



Qualifications

Minimum Education and Experience:

- Bachelor's degree in Engineering, physics, computer science, mathematics or directly related discipline plus a minimum of 8 years of substantive related work experience OR Master's degree plus 6 years of related work experience

Required Skills and Experience:

- Excellent oral and written communication skills
- MS Office experience (Word, Excel, Outlook, PowerPoint, etc.)
- Is recognized as a Company/Industry expert resource
- Experience with proposal writing
- Self-driven: Ability to work independently or as part of an international team
- Good interpersonal skills and ability to navigate in complex organizations and markets
- Willingness to travel 50% CONUS and OCUNUS
- Ability to obtain and maintain a secret security clearance

Preferred Experience:

- Experience/Knowledge with Terma products or similar products
- Ability to work in a multi-disciplinary team environment
- Demonstrated ability to communicate effectively with customers as well as with team members working remotely.
- Systems thinking skills (i.e. ability to work at a detailed level, but understand system level implications)
- Knowledge necessary to write requirement specifications

To Apply: Send resume to Terma North America, Inc. – employment@termana.com

Terma North America, Inc. is an Equal Opportunity/ Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin, and requires affirmative action to ensure equality of opportunity in all aspects of employment. Executive Order 11246, as amended, protects applicants and employees from discrimination based on inquiring about, disclosing, or discussing their compensation or the compensation of applicants or employees.