

## Marketing & Business Development Associate

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### About the Job

The successful marketing and business development associate at DE Design Works enjoys working in a casual collaborative team environment with engineers and customers on a variety of product development projects which typically include custom hardware and software, wired and wireless communications technologies, control systems, and user interfaces.

The primary day to day objective for the marketing business development person is to generate quality leads for the Director of Product and Business Development. This includes research, helping with proposal writing and following up with customers to execute purchase orders in a timely fashion. Support key customer accounts with face to face visits as well as solicit new opportunities.

This person will lead marketing directives set by management using social media to blog about technology related to Dave Engineering, create media content for various DE channels (YouTube, LinkedIn, Facebook, Twitter), promote the DE brand through public relations and industry specific advertising. Support and maintain the company word press website, support trade show activities and customer demos. There will be travel with this position.

### About the Company

DE Design Works is an engineering services firm specializing in napkin sketch to production product development with core competency in embedded firmware, application software development, printed circuit board (PCBA) hardware design, quick turn prototyping, pre-certification testing, and management consulting for scaling the manufacturing of electronic assemblies to volume production. DE Design Works (formerly Dave Engineering LLC) has been in business since 2002. We strive to provide our customers with innovative, high-quality solutions through the deployment of cutting-edge technology and services that exceed the customer's expectations. Our customers range from small to large corporations that represent industrial, commercial, medical, and military market segments. Through vertical integration of our skilled engineers, DE delivers complete designs with expertise in hardware, software, systems, and mechanical disciplines.

### Desired Skills & Experience

**Responsibilities:**

Work with Director of Product & Business Development to grow revenue to targets set annually. Manage social media marketing.

**Qualifications:**

Requires excellent communication skills with managers, executives, and engineers. Excellent listening skills and an active inquisitive attitude toward discovery of customer pain points and opportunities. General technical competency is required, for example, computer skills in word, excel, power point, and Visio. Creativity is required. Responsiveness and professionalism with customers, knowledge and experience with SEO, word press, creating media content, and online media marketing is highly desired. Experience with agile process, compliance documentation, proposal writing, business case analysis, risk analysis, quality control are desired. Proposal writing skills and familiarity with SBIR/STTR, OTA, RIF, ITAR, FAR, GSA, ISO90001, AS9100, IEC-60601, FDA, 512k, ISO13485 are desirable. Idea candidate would have a high-level technical project management background with exceptional people skills and interest in a sales development and key customer account management related position.

Please email resume to [hr@dedesignworks.com](mailto:hr@dedesignworks.com)