



**Job: Project Manager (Technical Background)**

Location: Dallas, TX or Washington, D.C. Metropolitan Area

Salary: Negotiable

TEK8, LLC is searching for a driven individual responsible for developing relations with current and prospective vendors in the field of information technology and telecommunications infrastructure. A potential candidate should be well versed in the areas of RFP's, post-sales support contracts, project cost/benefit calculations, and financial terms negotiations. Additionally, the desired applicant should possess broad industry experience and knowledge related to evolving customer requirements, market trends, and vendor competition.

An ideal candidate will also have a technical project management background to include fixed-network and wireless-network applications. Other responsibilities include assisting business development strategy to identify new suppliers and explore partnership opportunities with such companies.

This position reports directly to the Vice President.

**Position Requirements:**

- Design and develop the company's strategic vendor management program
- Interface with key departments: pre/post sales, finance, and logistics
- Ensure appropriate resources are dedicated to customer projects
- Negotiate favorable pricing and commercial terms
- Arrange necessary scheduling of quarterly vendor meetings
- Keep abreast of vendor approach to industry-wide standards, innovation, and changes
- Assist sales associates with customer demonstrations, presentations, and testing
- Must have extensive field-deployment experience for the following technologies: BWA/WiMax, CDMA, LTE, NGN, and PSTN

**Essential Qualities:**

- Ability to Manage Multiple Projects in Excess of \$1.0M
- Experience in Target Markets: United States, Central America, and South America
- Technical Proficiency/Industry Acumen
- Thorough Knowledge of Business Operations and Sales Cycle
- Suggested Certifications: PMP/PgMP/CAPM
- BA/BS in Related Field
- Excellent Communication Skills (English Required—Chinese desired)
- 5-7 Years Experience in Telecommunications Industry as Project Manager

**Other Notes:**

This position requires 50% travel both domestic and international. The position also requires occasional work hours outside of traditional 9am-5pm to communicate with varying time-zones.

We are an equal opportunity employer m/f/d/v.