



Watch television, listen to the radio, surf the web or send a photo from your cell phone and, somewhere, at some point, you will touch a media network designed and engineered by Communications Engineering, Inc.

If you're looking for an exciting career with a stable and growing high tech company and are ready to apply your skills to the most challenging technical and programmatic issues of today's exploding broadcast, audio-visual and multi-media landscape, then we want to hear from you!

## CEI Sales, LLC

Headquartered just south of Washington, D.C. in Newington, VA, near the Springfield/Franconia Metro, is **CEI Sales**, product provider for multi-media requirements and subsidiary of Communications Engineering Inc. (CEI)

CEI is an award-winning, consulting, design and systems integration company focused on the broadcast, audio-visual and multi-media industries. CEI also offers support and training services as well as complete field and depot maintenance services. Our customers include a wide range of public and private, small, medium and large commercial businesses, non-profits and government agencies, both domestic and abroad. We are an energetic, highly motivated team, focused on the success of our customer's projects and the continued growth of our company.

## Audio-Visual Systems Sales Support Engineer (AVSSSE)

### JOB DESCRIPTION

---

We are looking for a top-notch AV Systems Sales Support Engineer to work in conjunction with the sales and project management teams at CEI Sales, LLC. The highly technical, quality candidate has to not only have the ability to convey complex, technical concepts into understandable language for non-technical people, but will play an integral role in analyzing the needs of the client and assembling technical requirements while being sensitive to the clients' budget. The AVSSSE must have experience reviewing bid documents for purposes of responding quickly to RFP's in developing accurate and complete written quotations and systems diagrams. The AVSSSE will need experience in project management, technical writing, performing cost analysis, training staff and developing standard operation procedures while following CEI guidelines. The AVSSSE will be trained on the most innovative, coolest technology from our 600+ manufacturers and gets to work in a refreshing, never boring variety of markets; Government, Universities, Sporting Arenas, Houses of Worship and a wide range of large, medium and small Corporations.

#### Essential Functions:

- Interface with the customer and the rest of the team in a fast-paced environment to further CEI's goals and provide top-notch support.
- Experience with conference rooms, auditoriums, sound & projections systems, video conferencing (VTC) etc.
- Working knowledge of equipment connectivity, wiring, operation and installation of professional Audio, Video, Projection and Lighting Control Systems
- Develop designs that meet customer functional and budgetary requirements.
- Generating functional and connection-level drawings Design for video, audio, control, LAN and communications subsystems, including preparation of AutoCAD drawings and documentation.
- Experience specifying projectors screens and room design and configuring sound reinforcement systems.
- Familiarity with audio video teleconference equipment.
- Provide equipment and technology research and coordination with vendors. Selection and qualification of equipment and software required for custom integration solutions.
- Developing cable run lists, detailed equipment lists and budgets.
- Developing cabinet layouts, equipment rack elevations and jack field layouts, etc.
- Provide continuous engineering support throughout the project, from inception through implementation.
- Support the systems installation crew.
- System and Equipment configuration, customer training and ongoing system's service.



## **JOB REQUIREMENTS**

---

### Basic Qualifications:

- CTL, CTS/CTSI certification and experience with digital signage is a plus.
- Five years of Broadcast and/or AV infrastructure design and installation experience.
- Familiarity with AMX, Crestron and Extron control systems.
- Knowledge of AutoCAD, MS Office, MS Project, Visio and Database Programs.
- Broadcast and/or AV systems deployment experience including installation, commissioning and end user training.
- Knowledge of Audio Visual equipment manufactured by Christie, Cisco Tandberg, Extron Biamp, ClearOne etc.
- Ability to read and understand construction drawings (architectural, mechanical, and electrical systems) and related documentation.
- Excellent oral and written communication skills, detail oriented, organized and task focused.
- Must be able to manage strict timelines and multiple installation teams in order to meet deadlines.
- Must possess superior interpersonal skills and be a team player with the ability to manage projects, multiple tasks simultaneously and adjust to shifting priorities.
- Ability to interact directly with field personnel, management and clients.
- Must be eligible to work in the US without sponsorship.

### Preferred Qualifications:

- Professional certifications (CTS, CTS-D, CTS-I, CEDIA) are a plus.
- B.S, A.S. in Electronic Technologies or a related field. Equivalent experience and/or military training.
- CCNA, CCNE Certification.
- Cisco Tandberg training and certification.

### Travel Requirements:

- Some travel is required.

## **JOIN US**

---

If you are considering a career in the broadcast, audio-visual or multi-media industries, CEI sets the standard against which all others are measured. We're committed to our company's growth – and our employees' potential. CEI offers a complete benefit package, including salary, major medical/dental, holidays, vacation and 401K. CEI is an equal opportunity employer.

### **Rely on CEI.**

Please send your resume to:

[humanresources@commeng.com](mailto:humanresources@commeng.com)

Human Resources  
Communications Engineering, Inc.  
8500 Cinder Bed Road, Suite 100  
Newington, Virginia 22122  
Fax: (703) 550-5180  
Website: [www.commeng.com](http://www.commeng.com)