



Redmond Consulting, Inc.
Recruiters to the AEC Transportation Marketplace
AVIATION SURFACE RAIL TRANSIT

Search Bulletin #340

Position: Software Consultant – Transportation Planning
Location: West Coast and East Coast (2 positions)

Our client is a developer of software for the Transportation Planning and Traffic Engineering marketplace which seeks to expand their marketing and technical sales force in the U.S. The position is ideal for someone with a technical transportation planning background whose ideal job includes travel, copious amounts of client interaction and customer service.

RESPONSIBILITIES INCLUDE:

- Learn and maintain in-depth knowledge of software products, technologies, services, competitors, and industry trends
- Generate leads and support sales through phone calls and Web-based presentations
- Visit with present and potential customers throughout North America to determine activities, gauge satisfaction, and qualify needs and technical requirements
- Architect solutions using the firm's products and services
- Manage technical aspects of sales opportunities and preparation of technical responses (RFPs)
- Develop sales strategy, determining value propositions and sales tactics that demonstrate value and overcome sales obstacles

PREFERRED QUALIFICATIONS:

- Degree in Urban Planning, Transportation Planning, Transportation Engineering, or related field
- 2-5 years experience in travel demand modeling or traffic engineering, experience in both a plus
- Familiarity with software used by transportation modeling professionals
- Excellent verbal and written communication
- Detail oriented with excellent organizational skills
- Self-starter with a great attitude

The requirements on experience may be flexible, as there are potentially several different levels of positions available. Relocation package available.

In addition to an attractive base salary, the company offers an excellent benefit package as well, to



include a 401K plan, medical, dental, vision, life and disability insurance, tuition reimbursement and a liberal holiday and vacation program.

Interested parties should immediately contact **Josie Summa** at **904-683-7000**, or submit their confidential resumes or project credentials in MS WORD format to jsummas@redmondsearch.com, or fax the same to: **413-215-6352**. **All inquiries will be handled on a confidential basis.**

*Redmond Consulting Inc. is a professional search and recruiting firm which exclusively serves the AEC transportation markets. Within aviation, surface, rail and transit space, we identify top flight professionals in engineering, planning, architecture and the sciences who bring with them the experience and skills that advance both careers and organizations. **Good Luck!***