Field Applications Engineer (FAE) / Sales Support Engineer

Release Date: November 20, 2026

Position

- Title: Field Applications Engineer
- Dept: Sales and Marketing
- Reports To: VP of Sales and Marketing
- FLSA Status: Exempt
- Term: Full-Time
- Telecommuting: Hybrid

Job Summary

Sunhillo is seeking a highly motivated Field Applications Engineer (FAE) / Sales Support Engineer to serve as the technical bridge between customers, business development, and engineering teams. This role combines deep technical knowledge, customer engagement, and business development support to help customers understand, evaluate, and successfully deploy Sunhillo surveillance data solutions.

The successful candidate will support the sales lifecycle from opportunity identification and capture through technical solution development, demonstrations, proposal support, customer onboarding, and training.

Essential Duties and Responsibilities

Pre-Sales Technical Support

- Serve as the primary resource to research answers to customer technical questions.
- Develop and present technical solutions aligned with customer missions and operational requirements.
- Conduct product demonstrations, technical briefings, workshops, and capability presentations.
- Respond to customer technical inquiries and provide solution recommendations.
- Maintain expertise in Sunhillo products and surveillance data technologies.
- Provide market and customer feedback to engineering and product teams.

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Customer Engagement & Solution Development

- Work directly with customers to understand surveillance, networking, interoperability, and operational challenges.
- Define system integration approaches.
- Support proof-of-concept activities, lab demonstrations, and evaluations.
- Assist in developing technical content for proposals, RFIs, RFQs, and RFP responses.
- Identify technical discriminators.

Qualifications

Required Education, Experience & Skills

- Bachelor's degree in Engineering, Computer Science, Information Technology, Aviation, or related technical discipline.
- 3+ years of experience in technical sales, field applications engineering, systems engineering, solutions engineering, or a customer-facing engineering role.
- Strong understanding of software systems, networking, systems integration, and technical solution development.
- Excellent presentation, communication, and interpersonal skills.
- Ability to travel domestically and internationally as required (i.e., 4 to 8 trips a year with each trip lasting 7 to 10 days).

Preferred Experience

- Knowledge of radar, ADS-B, ASTERIX, and surveillance data processing.
- Experience supporting government contracts.
- Familiarity with network architectures.

Contact

To submit your resume or for further information e-mail employment@sunhillo.com. Alternatively, you may mail your resume to the following address. Remember to identify the position you are applying for.

Human Resources
Sunhillo Corporation
444 Kelley Drive
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