



Exciting Challenges - Rewarding Careers

New Business Development



Where Artistry Thrives

...you have the freedom to dream boldly.

Dear Prospective Employee,

Thank you for your interest in joining KTM Solutions. Here at KTM, we stand out among engineering companies as something new, fresh, and innovative. In a similar way, we seek to provide an experience for our employees that breaks the typical industry mold.

Throughout my career as a mechanical engineer, I've greatly enjoyed a number of the assignments I've worked on. One of my most fulfilling assignments was the BRAVE 3000 program at the Boeing Military Airplane Company in Wichita, Kansas. Working on this project meant creativity, experimentation, and innovation. I was fortunate enough to work with a team of engineers who were considered the best in their class. We worked together, contributing to something bigger than our individual work. Our group had unparalleled support and encouragement from the top of the organization. It was exciting to work with a team and know that we were truly accomplishing something.

It is my sincerest desire that each employee at KTM will encounter the same excitement, teamwork, and appreciation that I've had the privilege of experiencing. At KTM, you will find the satisfaction of working with a team of dedicated individuals who are respected and appreciated for the value they bring both to our company and to our clients. KTM Solutions is a place where each employee embarks on exciting challenges, experiences accomplishment through teamwork, and knows the satisfaction of succeeding together.

Best wishes in your job search and I hope that you might find a home at KTM.

Paul V. Kumler

President, KTM Solutions, Inc.



New Business Development at KTM Solutions

Creative Freedom

There is no substitute for passion and creativity. At KTM Solutions, we strive to foster these traits by allowing our employees a great deal of creative freedom. We believe that creative freedom allows employees to push the so-called limits and develop the finest and most inventive concepts they are capable of. At KTM, you have the freedom to dream big and truly be an innovator.

An Environment of Respect and Trust

At KTM, we understand true professionalism to mean mutual respect, responsibility and trust in the workplace. These traits are foundational to our work environment.

Flexibility

Everyone works differently. At KTM, we understand that people have different ways of fostering productivity. Because of this, we try to be flexible by letting our employees choose their hours and create for themselves a work environment that is conducive to creativity and productivity.

Diverse Challenges

KTM's unique position in the engineering world means that our employees have the opportunity to work on a wide variety of projects. Our clients range from Fortune 500 companies to small family businesses. Working at KTM means embracing the diverse challenges

associated with such a wide range of clientele. Working at KTM gives you the opportunity to conquer diverse challenges and develop new skills every day. You never know what you might encounter.

Doing What You Love

As a company created by an engineer for engineers, we understand that experimentation, creativity, and artistry lie at the heart of a truly satisfying work experience. True passion and imagination should not be hindered by hoops, ladders, and whistles that must be jumped through, climbed, and yielded to. At KTM, we enable you to spend your time doing what you truly enjoy: imagining, discovering, and creating.

Careers

Marketing

Creative individuals who work to establish, manage, and execute marketing plans. The marketing team works to develop new advertising campaigns and strategies. Through research and creativity, KTM's marketing professionals discover new ways to reach current markets as well as ways to connect with untapped markets.

- Four-year business, marketing, or engineering degree preferred.
- Marketing experience with a services company preferred.

Sales

Professionals who work most directly with customers to maintain good relationships and insure customer satisfaction. Sales professionals oversee transactions between KTM and clients and work to develop sales models that benefit both us and our clients. Sales professionals work with projects from conception to completion. These individuals are the face of KTM.

- Business, marketing, engineering, or PR degree preferred.
- Sales experience, particularly in engineering services, preferred.

Proposals

These individuals work closely with the sales staff and are responsible for developing quotes and business proposals.

- Business or engineering degree preferred.
- Sales and negotiations experience preferred.
- Government proposal experience a plus.

Managerial Positions in New Business

Excellent leaders with the ability to identify and develop new and emerging markets. These individuals focus on the development of marketing strategies, seeking to discover new customers, increase revenues, and raise margins. Sales and marketing managers are great negotiators and even better communicators.

- Four-year degree required.
- Marketing and sales experience required.
- Previous managerial experience preferred.
- Advanced business degree a plus.
- Knowledge and familiarity with aerospace, automotive, and manufacturing industries a plus.

*For all senior level positions, experience in aircraft and automotive is required.

*Full-time and part-time positions available.

Compensation & Benefits

At KTM Solutions, we offer our employees competitive base salaries as well as bonus opportunities. In addition to basic compensation, we offer our full-time employees an excellent benefits package. This package includes:

- Quarterly and Yearly Bonus Opportunities
- Medical Insurance
- Life and Disability Insurance
- Ten Paid Holidays Per Year
- Flexible Scheduling
- Paid Time Off
- Company Sponsored IRA
- Continuing Training and Education

Greenville, SC

KTM Solutions' home offices are located in the beautiful city of Greenville, South Carolina. For a number of years, Greenville has been featured in *RelocateAmerica's* "Top 100 Places to Live in America." The area's temperate climate, active arts scene, affordable housing, and wide selection of shopping and restaurants make it an ideal place to live. Greenville County schools have received excellent ratings, including multiple schools featured in *Newsweek's* Best High Schools in recent years. Likewise, the Greenville County Hospital system has been ranked in the nation's top 50 hospital systems by U.S. News for two years running. As the home of Clemson University's International Center of Automotive Research, Greenville is an especially active center for engineering and technical innovation.

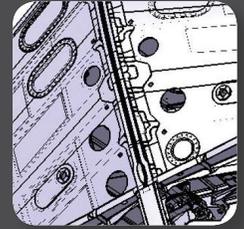
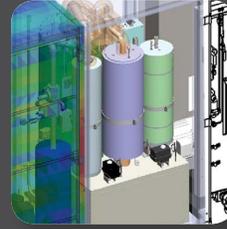
Think you've got what it takes?

KTM Solutions seeks highly-motivated team players with a passion for design and innovation. We look for communication skills, dependability, creativity, professionalism, and the desire to learn from and teach others. Does this describe you? If so, you might have what it takes to join KTM and become the professional you've always wanted to be.

Apply Today

To apply for a position at KTM Solutions:

1. Download and submit your application at www.ktmsolutions.com/careers.
2. Email your completed application, resume, salary requirements, and date of availability to careers@ktmsolutions.com.



Want to learn more?
Read detailed job descriptions and see a list of openings at:
www.ktmsolutions.com/careers



www.ktmsolutions.com

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