



## **Ace Computers**

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### **Senior Hardware Solutions Engineer**

Location: Des Plaines

Employment: Full-time, Remote

#### **About Us:**

Ace Computers is a leading provider of custom computing solutions, specializing in high-performance hardware configurations for government and military clients. With a commitment to innovation and excellence, we pride ourselves on delivering cutting-edge technology solutions that meet the unique needs and challenges of our customers.

#### **Position Overview:**

We are seeking a highly skilled and experienced Senior Hardware Solutions Engineer to join our team. The ideal candidate will have a strong background in configuring hardware solutions for the federal government and military sectors, with a proven track record of successfully responding to RFQs and winning opportunities. With a minimum of 6 years of relevant experience, the Senior Hardware Solutions Engineer will play a key role in driving the design, development, and pricing strategy of hardware solutions that exceed client expectations.

#### **Key Responsibilities:**

- Lead the design and configuration of custom hardware solutions tailored to the specific requirements of government and military clients.
- Collaborate with internal teams, including sales, engineering, and project management, to develop comprehensive responses to RFQs and RFPs.
- Utilize expertise in hardware components and technologies to recommend optimal solutions that meet client needs while adhering to budget and timeline constraints.
- Conduct thorough technical evaluations and assessments to ensure compatibility, performance, and reliability of hardware configurations.
- Provide technical guidance and support to sales teams during client meetings, presentations, and negotiations.
- Serve as a subject matter expert on hardware solutions, staying abreast of industry trends, emerging technologies, and government regulations.
- Foster strong relationships with clients, partners, and vendors to facilitate collaboration and enhance customer satisfaction.
- Act as a mentor and resource for junior engineers, providing guidance and support to promote professional growth and development.

#### Requirements:

- Bachelor's degree in Electrical Engineering, Computer Engineering, or related field required; advanced degree preferred.
- Minimum of 6 years of experience in configuring hardware solutions for government and military clients.
- Proven track record of responding to RFQs and winning contracts in the federal government and military sectors.
- Deep understanding and experience of how to price quotes so they are competitive to win opportunities.
- Strong technical expertise in hardware components, including processors, memory, storage, and networking equipment.
- Excellent communication skills, with the ability to effectively communicate complex technical concepts to non-technical stakeholders.
- Strong leadership abilities, with experience leading cross-functional teams and driving projects to successful completion.
- Ability to thrive in a fast-paced, dynamic environment and adapt quickly to changing priorities and requirements.
- US citizenship and eligibility for security clearance preferred.

#### Benefits:

- Competitive salary commensurate with experience
- Comprehensive benefits package, including medical, dental, and vision coverage
- 401(k) retirement savings plan with employer match
- Paid time off and holidays
- Professional development opportunities

**How to Apply:** Interested candidates are encouraged to submit their resume and a cover letter detailing their relevant experience to [careers@acecomputers.com](mailto:careers@acecomputers.com) Please include "Senior Hardware Solutions Engineer" in the subject line.

Ace Computers is an equal opportunity employer, and we encourage applications from individuals of all backgrounds and experiences. We look forward to welcoming a new team member who is dedicated to delivering outstanding hardware technical support to our clients.

**Send applications to [careers@acecomputers.com](mailto:careers@acecomputers.com)**