

Federal Civilian Sales Account Manager

I am looking for an experienced account manager; the position is for selling into the federal market space, specifically in the health care vertical. Experience in selling into HHS, and CMS would be highly desirable

Title: Account Manager

Company: Enterprise Software Firm. Business thrives when IT runs smarter, faster and stronger. That's why the most demanding IT organizations in the world rely on this technology across both distributed and mainframe environments. Recognized as the leader in Business Service Management, the company offers a comprehensive approach and unified platform that helps IT organizations cut cost, reduce risk and drive business profit. For the four fiscal quarters ended June 30, revenue was approximately \$1.92 billion.

PAY: Base \$110k OTE \$230K-\$ 250K. Average earnings on this team is around \$350k+

LOCATION: Preferably in around Baltimore/DC /NOVA area, can work from the Home office.

DESCRIPTION: Sell software solutions into the Federal Govt, must have a base understanding of ITSM. The candidate will be responsible for selling the total portfolio of solutions into assigned territory accounts. Key accountabilities are to achieve their revenue goals each quarter, grow the number of new accounts and work on building larger deals to increase territory deal size overtime.

Position Requirements:

Able to consistently qualify, generate, and execute on opportunities that provide profitable revenue to the company. Consistently builds an effective pipeline and executes on each phase of the sales process. Application and understanding of government contracting and business practice .Incorporates knowledge of products , services, the customer, and key competitors into the sales process and uses that knowledge to uncover customer needs and create value based solutions .Is intellectually curious and able to bring an energy and spirit of innovation to the role. Builds trust with others by acting authentically and with integrity. Works effectively as a team member but is also able to facilitate the sales opportunity by providing team-on-team leadership and orchestrating the internal and external resources needed to effectively manage the sales process

Candidate must have:

- * Quota carrying software sales background.
- * Knowledge of key Government accounts and contacts;
- * Previous experience selling technology and/or service solutions to federal government agencies and integrators
- * the ability to develop a prospect list, build a pipeline of opportunities and close business;
- * A history of exceeding sales targets;
- * Have hands-on knowledge of Federal sales cultures and sales processes.

Please contact Dip Chandra at: veuedom@verizon.net or call 703 729-9311