



Position Description

Federal Sales Executive

Washington, DC

Remote

Job details

Salary

\$75,000 - \$125,000 a year plus commissions and incentives

Job Type

Full-time

Number of hires for this role

1

Qualifications

- Federal Sales: 5 years (Required)
- High school or equivalent (Preferred)
- IT products sales: 3 years (Preferred)
- HP desktop/laptop sales: 3 years (Preferred)
- Secret (Preferred)

Full Job Description

Federal Sales Executive

Summary Description

With 40 years of experience working with the Federal Government, ABM Federal focuses on providing IT products & services that address needs and solve problems within the “desktop/office environment” (primarily around printing and personal computing systems). ABM Federal has the right tools (solid reputation & performance record, key contract vehicles, strong supplier/business partner relationships, and small-business status) to position an aggressive sales professional for great success.

The ABM Sales Executive is a pure “hunter” role, with a strong focus on generating new business. The successful candidate will have existing relationships with agency decisions makers, and the ability to hit the ground running on day one. This Sales Exec is responsible for establishing new relationships, and then managing and expanding those relationships. The focus will be around technical IT products and solutions, primarily targeting the Federal Government vertical (potentially across both Defense and Civilian Agencies)



Primary Duties/Responsibilities

- Research and prospect new business opportunities.
- This is a hunter role with the expectation of a high number of in-person meetings that are initiated, scheduled, and managed by the rep.
- This candidate must be able to leverage social networks, email, and all available methods to generate net new leads resulting in the pipeline, and eventually revenue for ABM Federal.
- Qualify prospects against company criteria for ideal customers (using our “smart targets” approach).
- Develop, maintain, and execute a territory plan in order to achieve your assigned quota.
- Develop and maintain key account plans that identify opportunities for the company to deliver value, strategic motivators, main stakeholders, buying processes, and forecasted sales.
- Identify sales support requirements and work with marketing to develop and improve sales tools.

Pursue and close targeted accounts.

- Establish and maintain relationships with every customer in order to, expand the ABM footprint in each customer account.
- Prospect for potential customers using various direct methods such as phone work and face-to-face meetings, and indirect methods such as networking.
- Consult with prospect about business challenges and requirements, as well as the range of options and cost benefits of each.
- Make presentations to senior managers and decision-makers.
- Initiate, draft, review, and ensure accurate customer quotes are delivered to customers in a timely manner.
- Report on sales activity. Update opportunity funnel tools and CRM notes on prospect and customer interactions.
- Provide feedback to company management on market trends, competitive threats, unmet needs, and opportunities to deliver greater value to customers by extending company offerings.

Develop and increase industry knowledge

- Participate in professional memberships, associations, publications, and trade shows.

Establish and Cultivate OEM Relationships.

- HP is a key OEM Partner that we sell hand in hand with. It is critical to proactively build personal relationships and sell with our OEM Partners.
- Build a joint business plan with our OEM partners to add value to their efforts, while driving business to ABM Federal.



- Work to ensure you are the go-to partner for your assigned territories for ABM Federal partners.

Establish and Cultivate partner relationships

- Work with industry partners as necessary to partner with and drive sales to ABM Federal.

Requirements – Skills, Knowledge, and Abilities for this position:

- Minimum 5 years of experience in IT Government Sales (preferably HP products)
- Verifiable customer relationships within the civilian agencies of the Federal Government
- IT or technical understanding and knowledge base
- Experience in a similar position or organization
- Verifiable history of attaining sales goals
- A strategic thinker with exceptional negotiation skills
- Self-Starter/Internally driven individual with the ability to think strategically
- Excellent presentation skills
- Demonstrated effective oral and written communication skills
- Demonstrated strong business acumen
- Ability to work under pressure, with little direction from leadership, while achieving a high degree of success
- Must possess time management skills, with the ability to make timely decisions
- Possess good organizational and prioritization skills
- Possess leadership skills and the ability to work with a team
- Ability to build and maintain effective networks

Education/Experience:

- Must have a minimum of 5 years experience in Government Technology Sales
- IT/Technical solution background
- Minimum 5 years sales experience
- Desired 4-year College Degree or equal sales management experience

Special Requirements:

- Located in the DC Metro area
- Moderate travel, Continental United States

Note: This job description should not be construed to imply that these requirements are the exclusive standards of the position. Incumbents will follow any other instructions, and perform any other related duties, as may be required. The employer has the right to revise this job description at any time. The job description is not to be construed as a contract for employment.



Job Type: Full-time

Pay: \$75,000.00 - \$125,000.00 per year

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Disability insurance
- Flexible schedule
- Health insurance
- Life insurance
- Mileage reimbursement
- Paid time off
- Paid training
- Travel reimbursement
- Vision insurance
- Work from home

Schedule:

- Monday to Friday

Supplemental Pay:

- Bonus pay
- Commission pay

Application Question(s):

- Do you have verifiable relationships with Federal Government customers in the Civilian Agencies? Which agencies?

Education:

- High school or equivalent (Preferred)

Experience:

- IT products sales: 3 years (Preferred)
- HP desktop/laptop sales: 3 years (Preferred)
- Federal Sales: 5 years (Required)

Security Clearance:

- Secret (Preferred)

Willingness To Travel:

- 25% (Required)

Work Location:

- On the road

Work Remotely:

- Yes