



Account Manager

Our firm has been retained by a developer and manufacturer of defense/commercial related products to find them an Account Manager (AM). The AM will support growth ambitions and will further pursue and manage accounts with the Department of Energy, and its related industry companies. The company has tripled in size in the past 2 years and is expanding its sales team with a focus in providing products for the secure storage and transportation of sensitive materials. We are looking for candidates with experience selling into the Department of Energy, the Department of Defense, and/or the contractors who serve them. Account Manager is tasks include:

1. **Identify and Prioritize Prospects:** The **AM** will use their expertise and knowledge of decision makers and influencers, located in various governmental agencies, to secure contracts as a supplier of nuclear and hazardous materials security products. The **AM** will identify existing, relevant IDIQ (“indefinite delivery/indefinite quantity”) government contracts that are consistent with the company’s core capabilities and technologies.
2. **RFQ:** In order to secure Task Orders for IDIQ contracts, the **AM** must create comprehensive, compliant proposals that effectively defines the features and benefits of the organization’s product lines.
3. **Manage Quoting Process:** Supervise the technical evaluation of proposals and understand where the company fits within the cost structure of the competitive landscape.
4. **Deliver Proposal Feedback Closing:** Generally on these proposals, there is a best and final offer. The **AM** will advise the organization on the best and final offer that would optimize its earnings, cash flow, and probability of win.
5. **Building and Sustaining Business Development:** Continue to develop long-term, positive relationships with strategic nuclear and hazardous handling products customers at the senior leadership, decision-making, and end user levels that can benefit from the organization’s capabilities to ensure the products and company are well known and new business opportunities arise from relationships.
6. **Grow Backlog:** Drive new business opportunities to develop a backlog and work with other departments to increase win ratio on bids. Ensure execution and financial performance that accomplishes the company’s market growth goals and gives the business better financial forecasting predictability and stability.

BACKGROUND AND EXPERIENCE:

The ideal candidate will have the following education, work history, knowledge and skills.

Education: Bachelor’s Degree required.

Knowledge & Experience:

- Deep knowledge of focus on developing accounts within the Department of Energy, the Department of Defense, and the contractors who serve them.
- Experience with the security for storage and transportation of sensitive materials is preferred. Experienced with the laws and regulations associated with the handling of nuclear material is preferred.
- Strong understanding of this market in the US is required. Experience in international markets as well is a plus.
- Familiarity with federal budgeting process is required.
- Relocation is not required.

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