



## Job Description

### Federal Account Manager – Intelligence Community

#### Who We Are:

InfoStructures, Inc. is a network consulting services firm headquartered in Rockville, MD. Since **1988**, we have been commanding leading-edge technologies and techniques to improve the working lives of others. Our solutions are innovative, manageable and cost-effective.

#### The Opportunity:

InfoStructures is seeking experienced, well-connected, energetic, highly-motivated, and well-organized sales people to develop our federal government business, leveraging our successful 20-year track record, *active 8(a) certification*, civilian/DoD experience, and GSA schedule. Qualified candidates will view this opportunity as strategic in the progression of their careers.

Qualified candidates will have a proven track-record in relationship-building, identifying, qualifying and winning IT service business from the federal government.

We encourage top sales performers and award winners to investigate this opportunity. Marginal or below average sales performers will not be qualified for this opportunity. Individuals that are not willing to be accountable to an activity-based plan and committed to achieving goals should not apply.

#### Skills & Experience Required

- Six to ten years experience in sales, with a minimum of three years' experience *in the intelligence community* successfully selling IT services in the federal marketplace
- Knowledge of how to leverage small-business and 8(a) credentials to increase business
- Proven experience and In-depth knowledge managing business development, business capture and proposal preparation initiatives
- A solid list of existing contacts both in government intelligence agencies and in the IT federal services industry
- Familiarity with GWACS
- Ability to listen and to identify the needs of a target audience and *expertly* communicate with its members either orally or in writing, using a variety of

visual or verbal aids

- Proven ability in building partnerships and teams with other service organizations

**Main Duties & Responsibilities:**

- Participating actively in business development, capture and proposal cycles
- Working with and developing relationships/partnerships with major federal integrators, manufacturers, vendors and other partners
- Working synergistically with marketing professionals in supporting marketing programs to develop qualified prospects
- Contributing feedback and plans that accelerate the sales process
- Consistently and accurately reporting sales status, sales opportunities and pipeline data
- Participating in and detecting sale opportunities at events, trade shows and seminars

**Education & Training Required:**

- Bachelor's Degree in relevant disciplines (such as CS, BA, Marketing, IT etc.). MBAs and technical degrees a plus
- Intelligence community background
- TS or higher clearance
- Recent seminars, workshops or coursework that provide opportunities to upgrade and maintain skills and technical knowledge

**InfoStructures Offers:**

- An exciting opportunity in a growing company
- Competitive compensation packages
- The opportunity to work with really smart people
- A comprehensive benefits package that includes paid vacation, personal/sick days, employee health insurance coverage, and a 401(k)/profit sharing plan

Please forward cover letter, results-oriented resume with references and salary history/requirements to [personnel@infostructures.com](mailto:personnel@infostructures.com). Equal Opportunity Employer.