



POSITION DESCRIPTION

Position Title	Account Manager
Supervisory Position	No
Full-Time or Part-Time	Full-Time

Mission:

Flywheel Data provides elite solution design, system integration, software development, and product resale for data-driven-organizations to the Federal Government. Flywheel Data aims to arm our clients with the right tools, platforms, and culture to help accelerate the iterative cycle of working with data.

Position Summary:

The Account Manager is a technology sales position that utilizes communication, consultative selling, and interpersonal skills. The Account Manager will assist company leadership with successful growth of the company. Help our customers solve business and technical challenges by understanding their diverse, specific requirements, then making recommendations on technology solutions that best address those challenges. This includes following proper processes and a clear focus on serving our clients' needs and supporting their mission. Work with our OEM partners and consult with company leadership on best ways to manage and develop those relationships as well as potential new partnerships

Job Responsibilities:

- Maintain and build client and partner relationships.
- Identify and develop new business through networking, account research, cold-calling, partner planning, and executing marketing plans.
- Provide pre- and post-sales support to customers offering clear advice and solutions
- Lead by example with respect to company's government contracting compliance and ethics programs by conducting yourself in a manner that is consistent with the Company's Code of Business Ethics and Conduct.
- Prepare and deliver customer presentations and demonstrations of products.
- Marketing and promoting a portfolio of products by attending industry events.
- Coordinate writing proposals, reports, and supporting literature.
- Maintain various partner sales certifications as required.
- Coordinate closely with internal company stakeholders like operations, alliances, contracts, engineers, marketing, and others.
- Responsible for providing periodic reports on sales activity including priorities and forecast to VP.
- Generate a positive image of our company in the marketplace.

- Provide ongoing market feedback including client priorities and needs; competitive updates; as well as partner priorities. Research latest IT products and solutions.
- Participate and help the company maintain our positive company culture and values.
- Create positive customer, partner, and employee experiences.

Qualifications:

- 5+ year of experience in technology sales (preferred)
- 5+ years of experience working within assigned territory (preferred)
- Bachelor's degree or higher (preferred)
- A proven track record of achieving sales targets and increasing market share.
- Excellent communication skills.
- Understanding of US Federal Government procurement.
- Understanding of Federal System Integrator landscape as it relates to IT requirements.
- Adherence to the highest ethical standards is essential.
- Excellent planning, prioritizing, and organizational skills. Self-managing/motivating with the ability to balance competing priorities in a dynamic and rapid paced environment. Ability to work effectively remotely and across organizational boundaries at all levels with minimal direct supervision.
- Knowledge of FAR and other laws and regulations for government contractors.
- U.S. citizen required.

Physical Requirements:

This job operates in a professional office environment and/or remotely. The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

- Flexibility related to work hours as project demands arise.
- Occasionally required to move 5 – 40 pounds.
- Must be able to remain in a stationary computer position for extended periods of time.

Travel Requirements:

Frequent travel to customer, partner, and industry events.

Disclaimer:

This job description indicates in general the nature and levels of work, knowledge, skills, abilities and other essential functions (as covered under the Americans with Disabilities Act) expected of an incumbent. It is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities required of an incumbent. An incumbent may be asked to perform other duties as required.

Employee Acknowledgement of Receipt of Position Description

My signature represents that I have read and understand the responsibilities of this position and that I am able to perform all the essential functions of this position.
Employee Name (Print):
Employee Signature:
Supervisor Name (Print):
Supervisor Signature:

Flywheel Data is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex national origin, disability status, protected veteran status, or any other characteristic protected by law.