



### **Commercial Account Manager**

Award winning ThunderCat Technology (TCAT) is a Service-Disabled Veteran-Owned Small Business that delivers technology services and solutions to the federal government and Fortune 500 companies. Specifically, TCAT is a systems integrator that brings an innovative approach to solving customer problems in and around the datacenter by providing strategies for Data Storage, Networking, Security, and Applications. ThunderCat Technology represents, distributes, integrates, and provides technologies from best of breed manufacturers. Clients include DHS, USACE, HHS, DLA, DFAS, FBI, NIH, Navy, Army, VA, and NVA. <http://www.thundercattech.com>.

The Account Manager is an IT sales position that utilizes communication, consultative selling, and interpersonal skills. Assist the Chief Operating Officer in the successful growth of the company. Help our customers solve business and technical challenges by understanding their diverse, specific requirements, then making recommendations on IT 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 COO and VP Sales Operations on best ways to manage and develop those relationships as well as potential new partnerships.

### **Primary Responsibilities:**

- Maintain and build client and partner relationships.
- Provide pre and post-sales support to customers offering clear advice and solutions
- Be an example for all in terms of ethics and compliance. Assist the VP Sales in the execution of our government contracting compliance and ethics programs.
- Conduct yourself in a manner that is consistent with the Company's Code of Business Ethics and Conduct.
- Conduct detailed research of the responsible accounts and arrange meetings.
- 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 sales operations, PMO, contracts, engineers, and marketing.
- 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 emerging technologies. Research latest IT products and solutions.
- Identify and develop new business through networking, account research, cold-calling, and executing marketing plans.
- Participate in a success-oriented, ethical, and accountable environment within the company.

### **Skills:**

- Strong ethics and integrity
- Understanding of government contracts and vehicles
- Expert level knowledge of FAR and other laws and regulations for government contractors
- Excellent communication skills both oral and written including presentation and negotiation
- Knowledge of Information Technology, specifically data center solutions.

### **Experience:**

- 5+ years of experience in Federal Information Technology Sales preferred.
- Bachelor degree or higher preferred

*All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status. In addition, ThunderCat will provide reasonable accommodations for qualified individuals with disabilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, and transfers, leaves of absence, compensation and training. The Affirmative Action Plans for: Women and Minorities; Individuals with Disabilities; and Protected Veterans are located in local HR offices and may be reviewed by applicants and employees on weekdays during normal working hours.*

*ThunderCat expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of ThunderCat's employees to perform their job duties may result in discipline up to and including discharge.*