



<b>Job Title:</b>	Sales Account Manager/Military	<b>Job Category:</b>	Sales
<b>Department/Group:</b>	Sales	<b>Job Code/ Req#:</b>	00000124
<b>Location:</b>	Testek	<b>Travel Required:</b>	40% (domestic)
<b>Level/Salary Range:</b>		<b>Position Type:</b>	Full Time/Salaried
<b>HR Contact:</b>	Kristin Kefalas	<b>Date Posted:</b>	2/25/20

## Job Details

### Job Description:

The Sales Account Manager that is responsible for sales growth of products and services in the military and DoD Aviation Markets.

### Job Responsibilities:

- Promote Testek Solutions products and services
- Solicit and prepare responses to customer requests including RFI's and RFPs
- Manage cross-functional/cross-company teams in bid preparation
- Build business cases and financial approval, negotiate agreements, and forecast sales/orders
- Work with cross functional teams providing leadership in the implementation of sales strategies and tactical activities
- Pro-actively pursue and develop relationships with key equipment users and decision makers through a combination of outbound calls, face to face meetings, and emails
- Pursue and close leads with key equipment users and decision makers through a combination of phone, email, and direct face to face interaction

### Requirements:

- Bachelor's degree in Business Administration, Engineering or must possess equivalent industry/military experience
- Ability to manage and build relationships through channel partners, operators, OEM's, PM groups, and MROs
- Work under limited guidance and exercises strategic and independent judgment and self-direction in managing priorities
- Effectively manage all stages of the sales cycle (forecasting, matching solutions and value propositions, developing bids & proposals, building customer rapport, negotiating and ability to close the deal)
- Ability to manage priorities and have the ability to engage and execute many tasks, projects and customers simultaneously
- Ability to juggle many tasks, projects and customers simultaneously
- Willing and able to travel 40% (domestic)
- Strong computer skills in MS Word, Excel, PowerPoint and Outlook are required



**Preferred:**

- 5 -10 years related experience in aerospace sales and services including customer facing experience, or equivalent military experience
- Ability to work, manage and coordinate sales efforts in a matrixed organization
- Exceptional organizational/project management skills
- Experience with or aptitude for analyzing business processes and developing and implementing solutions
- Strong ability to collaborate with colleagues across departments
- Outstanding communication skills both written and verbal, must be very articulate
- Must be a high energy, resourceful and a creative thinker