



Title: Account Executive – VA/Civilian

Location: REMOTE

Employment Type: Full-time

Seniority-Level: Associate

DETAILS

Compensation includes a competitive base salary, no-cap commission plan, and extensive benefits (PTO, 401K, Health Insurance, Dental). ATP Gov is an Equal Opportunity Employer.

ATP Gov is a leading provider of information technology solutions for the Federal Government. Our customers rely on us to meet their goals and technology challenges with intelligent solutions. We have carved a niche by anticipating our clients' needs and focusing on their mission, not ours. We provide the highest quality computer products, supplies, and services at competitive prices via notable contracts such as SEWP V, GSA, 2GIT, and ADMC-3. We pride ourselves on the depth and breadth of our partnerships, that range from proven industry leaders to partners with solutions on the forefront of technology. Regardless of how our customers consume technology, ATP Gov can help them prepare for what's next.

RESPONSIBILITIES

Includes territory development, opportunity management, and revenue generation. Activities include pipeline creation, relationship building, requirements gathering, managing formal RFP responses, customer presentations, negotiating and closing contracts, and CRM documentation. This is primarily a hunter sales position and requires a self-starter who enjoys developing a pipeline quickly and thrives on closing the deal. Some travel may be required to meet with clients and partners. When not traveling, the AE is expected to be generating leads, making outbound calls, setting appointments, and collaborating with the team to write proposals and create sales strategies.

PROVEN TRACK RECORD

- Consistent achievement of sales goals
- Sustained territory performance in enterprise technology sales role
- Proven ability to manage long, complex sales cycles
- Ability to build relationships internally and externally to ensure win/win customer relationships
- Managing and growing pipeline within the specified territory

DESIRED SKILLS & EXPERIENCE

- Public sector sales experience
- 5+ years of experience selling technology solutions
- 5+ years of direct experience selling into the VA and/or specific Civilian Agencies
- VA/Civilian Prime contract experience
- Excellent communication and presentation skills
- Knowledge and experience using CRM systems
- Experience working as a remote employee
- A highly motivated and competitive spirit
- Customer-facing consulting/advisory sales experience
- Consistent demonstration of having exceeded quotas

In addition to our Northern Virginia Headquarters, we have representatives all over the United States and support that stretches across the globe. To learn more, visit our website at www.atpgov.com or call 1-888-425-1339

SEND APPLICATIONS TO:

Careers@ATPGov.com