



Title: **Account Executive - DOD**

Location: REMOTE

Employment Type: Full-time

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 generate leads, make outbound calls, set appointments, and collaborate 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 pipelines within the specified territory

DESIRED SKILLS & EXPERIENCE

- Federal sales experience
- 5+ years of experience selling technology solutions
- Four-year college degree
- Excellent communication and presentation skills
- Knowledge and experience using CRM systems
- Experience working as a remote employee
- A highly motivated, entrepreneurial spirit and ability to jump-start and take a region to the next level
- Customer-facing consulting/advisory sales experience
- Consistent demonstration of having exceeded quotas

WHY CHOOSE ATP GOV

- Competitive salaries
- No-cap commission plans
- Experienced ISR
- WOSB & SDVOSB
- Joint Venture with Large Services Integrator
- Robust Engineering Resources
- 300+ OEM Partnerships
- Essential GWACs
- Approved T&E Across Territory
- Washington Technology FAST 50 Growth Company
- CRN Top 25 Growth Company
- Work/life balance
- Unrivaled Culture
- Best SWAG in the industry

ADDITIONAL DETAILS

Compensation includes a base salary, commission, and an attractive benefits package (PTO, 401(K), Health Insurance). 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 client's needs and focusing on the mission of the Warfighter. We provide the highest quality computer products, supplies, and services at competitive prices via notable contracts such as SEWP V, GSA, 2GIT, CIO-CS, and ADMC-3. We pride ourselves on the depth and breadth of our partnerships, which range from proven industry leaders to partners with solutions at the forefront of technology. Regardless of how our customers consume technology, ATP Gov can help them prepare for what's next. 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 1-877-223-2667