

<b>SALES MANAGER JOB DESCRIPTION</b>
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Job Title	Sales Manager
Department	Sales Division
Reporting To	Director of Sales

### **JOB DESCRIPTION**

We are looking for a highly motivated, self-tasking individual who can engage with stakeholders across a broad spectrum of the industry to develop and close programs that meet our customer needs. The position involves travel and will entail complex problem solving and teamwork within the organization and across different teams.

The successful candidate will be comfortable reaching out to existing and new customers. They will need to overcome obstacles and apply key details across multiple ongoing customer-facing activities, taking them from origination to contract award.

### **KEY DUTIES AND RESPONSIBILITIES**

- Develop a growth strategy focused both on company objectives and targets
- Conduct research to identify new markets, customers and customer needs
- Strategically prospect target customers and identify decision makers and influencers
- Methodically qualify, build, and manage an accurate sales pipeline
- Collaborate with program and account teams to ensure requirements are met, such as sales numbers and profit goals
- Maintain a strong understanding of products and services, and innovating new ways to serve Regulus customers
- Create and manage long-term goals
- Write program proposals to increase award pipelines
- Meeting with stakeholders to make, advance and develop new and existing programs through transparent communication regarding project issues and decisions on services.
- Other responsibilities relevant to the program customer base as assigned.

### **SKILLS AND QUALIFICATIONS**

- Proven working experience as a business development manager, sales executive or a relevant role
- Proven sales track record

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- 2-3 years of experience in supporting and/or selling into the Department of Defense, Department of State, Federal Agencies and/or Defense Contractors
- 2-3 years experience in government contracts & procedures
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills
- Bachelor's degree in a business or technical discipline or equivalent experience in related field is preferred.
- Working knowledge of the most current technologies and products used in the industry.
- Excellent verbal and written communication skills.
- Extremely proficient in Microsoft Office Suite or related software program.
- Extremely organized with great attention to detail.
- Expert-level analytical and financial modeling skills.
- Strategic thinking.
- Ability to adapt to change.
- Ability to learn quickly and to creatively solve new problems.