

Territory Manager – Army/USMC

LTI DataComm Position Description

Please email resume and salary requirements to jobs@ltidata.com. LTI DataComm, Inc. is an EEO Employer and all qualified candidates will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation or sex.

Position Summary			
Location	Sterling, VA USA	Req'd Travel	50%
Reports To	V.P., Enterprise Solutions	Manage Others	No
Department	Sales	Employee Type	Full-time
Division	Corporate	Clearance	Secret Eligibility
Req'd Experience	4+ years of related experience	Base Pay	Competitive
Req'd Education	4 year degree or related experience	Other Pay	401K/Profit-sharing, Life and LTD , Medical, Dental, Employee Stock Purchase Plan

Description: This position is responsible for developing and cultivating relationships with new and existing customers within the Army/USMC community while generating profitable sales by selling products and services to those assigned Army/USMC facilities.

Essential Functions:

- Understand & effectively communicate LTI's value proposition & service offerings
- Develop new business opportunities and enhance existing opportunities
- Develop and manage a forecast and pipeline
- Manage long sales cycle (avg. 3 to 18 months) and close sales effectively
- Coordinate meetings & product demonstrations between company personnel, vendors & customers
- Lead & manage sales opportunities in conjunction with internal departments to support customer requests/requirements
- Possess a strong working knowledge & understanding of LTI's products, services & solutions
- Identify new revenue streams by listening to the customer & presenting a solid plan to management for approval
- Accurately maintain SF.com to manage sales prospects and opportunities
- Attend Trade Shows as required

Supervisory Responsibility: Not Applicable

Qualifications:

Requirements:

- Ideal candidate will have 4+years of outside sales experience within the Army, USMC and/or Navy community
- Experience in selling technology products & solutions to the federal government
- Industry experience in data center automation, data storage and/or network security sectors strongly preferred
- Technical knowledge of WAN Optimization & Application Acceleration, IP Networking, IPTV and/or Enterprise Video, strongly preferred.

Abilities/Skills:

- Thorough knowledge of Government budgets & procurement cycles
- Have high-energy work ethic
- Meet sales objectives established by management
- Possess strong relationship-building skills
- Strong customer service skills
- Outstanding oral/written communication & presentation skills required

