

Territory Manager - Civilian

LTI DataComm Position Description

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	TS Eligibility
Req'd Experience	6 years of related experience	Base Pay	Competitive
Req'd Education	4 year degree in related discipline	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 Civilian community while profitably selling productions and services to those assigned Civilian accounts.

Essential Functions:

- Understand & effectively communicate LTI's value proposition & service offerings
- Develop new business opportunities & enhance existing opportunities
- Develop, manage & report a health sales pipeline
- Manage long sales cycle & effectively drive sales to close
- Coordinate & effectively facilitate meetings & product demonstrations
- Lead & manage sales opportunities in conjunction with internal departments to support customer 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 & opportunities
- Attend trade shows as required.

Supervisory Responsibility: No

Qualifications:

Requirements:

- 6+ years of outside sales experience with Federal customer accounts, preferably selling technology products & solutions within the Civilian agencies
- Industry experience in Network Security Sectors strongly preferred
- Deep knowledge of WAN Optimization & Application Acceleration Technology. Working knowledge of IPTV & Enterprise Video Technology a plus

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 Services Skills
- Outstanding oral/written communication & presentation skills

