



Federal Account Manager

AlphaSix is looking for a **Federal Account Manager** who has a track record of success in selling IT solutions to the Federal Government. Ideal candidate must have a strong working knowledge of Big Data, Virtualization, Print Management and/or Value-Added Resale Solutions. The primary focus will be Department of Defense.

LOCATION

Sterling, VA or CONUS location

RESPONSIBILITIES

- Able to identify customer problem needs and requirements
- Must be able to design and present customer focused solutions
- Able to respond to RFPs
- Manage transition to the delivery team, after award
- Attend Vendor webinars and training events
- Obtain required certifications
- Provide sales quotations to customers and partners
- Develop relationships with customers, vendors and system integrators
- Maintain and build a sales pipeline
- Candidate will be required to position A6 delivery services to support solutions

REQUIRED EXPERIENCE

- 5 years or more selling experience in the DOD Federal Market

PREFERRED QUALIFICATIONS

- Experience selling Hadoop Platforms, ELK stack, BI tools
- Experience with Enterprise solution selling (HPE, CISCO, Juniper, Vormetric, RedHat)
- Successful candidates will possess excellent communication and writing skills

SECURITY CLEARANCE

- Clearance preferred or must have the ability to obtain a clearance
- Must be a US citizen

EDUCATION

- Bachelor's Degree

About AlphaSix Corporation

AlphaSix Corporation is a Washington, DC-based small business that provides Federal, state, and local governments with a broad range of IT products, solutions, and services focused on the convergence of big data and cyber security. At AlphaSix, we pride ourselves in providing a highly energized work environment where our employees are rewarded with competitive compensation packages and excellent benefits. We understand that to attract the top talent in the industry and provide the highest level of satisfaction to our customers, we need to provide an environment that supports our employees in their efforts to fulfill the needs of their clients and allows them to reach their fullest potential. AlphaSix offers a variety of benefits including competitive compensation, health insurance, disability coverage, 401(k) with matching program, paid holidays, and PTO.

Equal Opportunity Employer Veterans/Disabled