



## **Account Executive - Sales (US Federal Government) Remote (Eastern US, Washington, DC)**

**AEM (Advanced Environmental Monitoring)** is the global leader in innovative mission critical weather and water monitoring and intelligence solutions. Our family of innovators offers world-class hydrometeorological technologies and services, including sensors, dataloggers, telemetry, and advanced analytics and software. Our technology and services enable the agencies we serve to be more resilient, to protect communities and infrastructure, and to respond to the climate challenge. AEM has an established and growing team who are excited to be providing the dynamic environmental solutions now required by the US Federal Government in this expanding market.

### **Job Description**

The Account Executive in the US federal government team will be based in the greater Washington, DC area and be responsible for opportunities in the assigned territory including new and existing clients and inbound lead follow-up. This position will own and be accountable for the sales cycle process. This entails prospecting, lead generation and qualification, identifying opportunities, RFP responses, and contract closing. The Account Executive will also build relationships with the network of federal prime contractors working across a variety of agencies. The Account Executive will work in coordination with Executive Leadership, Marketing, Sales Development Representatives and Sales Engineering resources to build and manage a pipeline of business for the Eastern US territory. The position requires visiting regional federal government offices of the USDA, DOI, USGS, USACE, and others along with headquarters of other federal agencies that utilize AEM solutions and that are located near the nation's capital.

A successful candidate is a highly organized, self-starting team player, who listens and asks questions in a consultative sales approach to understand the agency's requirements and help map AEM solutions to address those needs. The ideal candidate will be able to conduct virtual and telephonic meetings in a fast-paced environment and deliver results.

### **Key Responsibilities:**

- Develops new business outside of AEM's existing client base and key sales campaigns
- Manages a pipeline and funnel of business using Salesforce.com CRM
- Explores new opportunities within designated territory in a measurable way
- Accountable for meeting assigned sales targets
- Maps, navigates, and understands prospects' informal and formal decision criteria, budget process and decision makers
- Assesses competitors by analyzing and summarizing competitor information and trends; and identifying sales opportunities



- Applies client's business strategy and translates this into business solutions
- Develops relationships with prospective clients, decision makers and influencers for complex technology solutions
- Ensures existing accounts are kept up-to-date with the latest products
- Provides executive level presentations, updates, reports, sales forecasts, and written proposals
- Works flexible schedule as required to provide customer support (e.g., client events, RFP responses, travel to tech tours and trade shows)
- Occasionally assists customers with demonstrations and/or training sessions
- Maintains and develops a high level of knowledge of new technology and the company's products and services
- Provides leadership and direction to other sales and support personnel as required

**Requirements:**

- Bachelor's degree, or a relevant combination of education and experience
- 3-5 years recent, related experience successfully selling technology or environmental products and services to government agencies. Hydrology, meteorology, or environmental experience a plus
- Understanding of CRM systems, specifically Salesforce
- Strong bias for action and self-motivation; results driven with meticulous attention to detail
- High aptitude for the industry, products, software, services, and markets
- Excellent written and oral communications skills, including attention to detail when communicating
- Demonstrated experience conducting presentations
- Ability to solve problems, negotiate positively, generate referral business, and persuade others
- Ability to travel periodically throughout the Eastern US territory

**Additional Information:**

- Must be eligible to work in the U.S. without company sponsorship, now or in the future, for employment-based work authorization. F-1 visa holders with Optional Practical Training (OPT) who will require H-1B status, TNs, or current H-1B visa holders will not be considered. H1-B and green card sponsorship is not available for this position

*AEM is an Equal Opportunity Employer.*