

Advanced Environmental Monitoring (AEM)

Account Manager (US Federal Government)

Remote (Eastern US)

AEM is combining global leaders to provide reliable and innovative environmental monitoring and analysis solutions. Our family of innovators offer world-class technologies and services, including sensors, dataloggers, telemetry, and software that provide advanced analytics and prediction. These technologies enable decision makers to improve their reaction time to weather and environmental events, helping to protect communities, people, and infrastructure.

Job Description

The Account Manager on the US federal government hydrology team will 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, to RFP responses, and to contract closing. The Account Manager will work in coordination with Sales Development Representative and Sales Engineering resources to build and manage a pipeline of business for the territory.

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
- 2-3 years recent, related experience successfully selling technology or environmental products and services. Hydrology 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 in the 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.