

SENSPEX

APPLIED SCIENCE & TECHNOLOGY

ACCOUNT REPRESENTATIVE – GOVERNMENT SALES

Also See: Account Executive, Business Development Associate

Minimum Security Clearance Requirement: Secret (S)

Applicants selected will be subject to a security investigation and may need to meet eligibility requirements for access to classified information; SECRET, TS, or TS/SCI clearance is required.

Job Location

Geographic Location: Orlando, Florida (new office to be opened in 2010)

Job Location: Orlando, Florida (some travel to corporate office in Albuquerque, New Mexico)

Travel Requirement

50% to 75% - defined as percentage of your time traveling

Description

Senspex, Inc. is seeking an Account Representative to provide existing account management, new business capture and business development skills for advanced optoelectronic imaging, security and surveillance contracts across the country. The position is responsible for overall attainment of the target sales and revenue for equipment and services within the Sales and Marketing organization. The position is accountable for account planning, to including overall income statement management, revenue growth and customer satisfaction for a large government customer set. This position requires a strong understanding of the defense technology marketplace, contract capture management, government contracting and procedures and working within a Government and Defense environment. Responsibilities include developing and maintaining our internal and external strategic partnerships, supporting project teams, and managing offer development processes by building and maintaining technical and industry expertise to understand and identify individual customer needs. The individual will require knowledge of offer construction and management, proactive financial management, aggressive but personable sales presentation skills, and high personal integrity.

Requirements:

Required Skills: Government technical services sales experience, proposal development and organization, project management, customer relations.

- Minimum 5 years successful sales experience with at least 3 years selling to the Federal Government with preference towards Department of Defense/Dept. of Homeland Defense background
- Consistent track record of over achievement
- Demonstrated revenue history of \$250,000+ in the last 2 years selling
- Must have current contacts within the target government agencies
- Knowledge and understanding of federal procurement practices and buying vehicles
- Ability to manage sales cycles and make executive level Company/Product presentations
- Exceptional communication and negotiation skills (verbal and written)
- Excellent organizational, time-management and follow through skills
- Experience coordinating and managing National Federal opportunities
- Able to travel up to 75%

Preferred qualifications:

Desired Skills: Direct surveillance or security operations experience, planning and deployment of surveillance or signals technology

- Prior Military Experience
- Experience with and a working knowledge of Army range operations
- Capable of operating independently while guided by policies and objectives
- Experience in sales through Federal System Integrators, Channel Partners and Small Businesses
- Experience coordinating small and large teams to achieve development goals and financial objectives
- Preference toward candidate with start-up or small company growth experience

Duties:

- Manage existing accounts and maintain effective customer communications to insure customer satisfaction and account growth
- Seek new business through development of effective market planning including contacts, networks and strategic partnerships
- Meet organizational objectives/goals established in coordination with the VP Business Development, measured in yearly revenue and net profit
- Represent Senspex at social events and business development functions all leading to future contracting opportunities
- Develop and build relationships with defense and federal agencies in order to develop and manage business opportunities for Senspex
- Provide customer feedback to marketing, technical and operations teams to support future business development
- Additional duties as assigned

Career Level: 5+ yrs experience

Type: Full Time Employee

Industry/Job Category: Sales-Business Development

Salary: Will be commensurate with qualifications and experience

To Apply for this position, send your resume and completed application to:

Attn: Human Resources Dept.

Senspex, Inc.

9798 Coors Blvd. NW, Bldg. B

Albuquerque, New Mexico 87114-6133

Or Email To: hr@senspex.com

About Senspex

Senspex is a certified SBA 8(a) minority-owned small disadvantaged business specializing in night vision technology, infrared imaging systems, laser technology, and military operational support. Senspex provides research & development, design, installation, integration, and operational services to military and government clients.

Senspex has three operating divisions:

- Engineering Group - specializing in turn-key security & surveillance engineering, installation & integration services, and development of custom instrumentation;
- Program Management/Mission Support - providing operational support for military exercises at the National Training Center, Ft Irwin, CA; support for military technology demonstrations and evaluations;
- Research & Development Group - executing fundamental and applied research in nanophotonic sensors, integrated optical circuit devices, nanofabrication and clean room processes.

Our Engineering Group has experience providing design, integration, and installation of surveillance systems, as well as complex camera systems, for Border Patrol checkpoints, operations centers, Air Force nuclear security facilities, and Army Multi-Purpose Range Complex facilities across the continental U.S. Senspex's hardware capabilities include: experience with cooled and uncooled Forward-Looking Infrared (FLIR) devices; high resolution, Near Infrared (NIR), and low-light camera systems; automated Pan Tilt Zoom (PTZ) control systems; data collection, transmission and networking via wireless, fiber, UTP, and IP protocols; and data management, using state-of-the-art network video recording (NVR) or proprietary software systems. Our instrumentation development experience includes specialty NIR illuminators, field-portable video management hardware, portable spectroscopy systems, field power systems, and man-portable FLIR systems.

Our Program Management/Mission Support team has experience in military and scientific operations within the United States and abroad. From ground personnel to fixed and rotary wing operations, we provide the technical expertise, mission understanding, information technology, network solutions, and experienced program personnel to our customers. This broad base of experience provides our clients with turn-key solutions to complex problems.

Senspex's research programs include electromagnetic modeling, integrated photonics circuit device design and development, nanoscale and microscale fabrication process development, and semiconductor materials and device characterization.

The Senspex staff of 45 includes PhD scientists, engineers, former military personnel, program managers, IT systems engineers, videographers, video editors, and electronics technicians. Our Southwest location provides access to technical applicant pools from local resources including Los Alamos and Sandia National Laboratories, Intel Rio Rancho Fabrication Headquarters, and the Energetic Materials Research and Test and Center at New Mexico Institute of Mining and Technology.

Senspex has a project based management style providing consistent product and service support. Project management systems are modeled after ISO 9001 and the Project Management Institute to ensure quality cost and process management. Senspex maintains Satisfactory Performance Evaluations from the U.S. Army Corps of Engineers and the Warfighter FOCUS - Warrior Training Alliance (WTA) program for ongoing work.