



Account Executive

Overview

Tyto Athene (formerly Black Box Government Solutions) is a full service integrator focused on helping clients accelerate their ability to make decisions by providing ubiquitous and secure access to enterprise information throughout their operating environment. Tyto Athene uses a myriad of technologies, innovative thinking, and proven processes to deliver successful outcomes for its clients worldwide.

The Account Executive is the catalyst behind Tyto's success as an organization. As a consultative sales professional, the Account Executive is responsible for driving revenue growth and bringing in net new business from prospects and current customers in a designated area or market. Account Executives help solve the business needs of prospects and customers by aligning those needs and objectives with Tyto solution(s). Account Executives own all opportunities and customers and are responsible for coordinating resources and managing the sales campaign across the entire opportunity pipeline.

Responsibilities

- Develop account plans that lead to positive sales for the company with a goal of spending 85%+ of your time actively selling
- Build and foster partnerships with manufacturer and integrator team partners
- Using company past performance, develop strategies to challenge clients' and prospects' old way of thinking to focus on solutions, ROI, and TCO
- Actively network and use a variety of methods to aggressively "hunt" for business while leveraging company resources to ensure that you close profitable business
- Fully participate in, and attend, proposal management and capture-related meetings
- Utilize customized and industry standard management information systems and customer relationship management software

Requirements

- Bachelor's degree in business or equivalent experience
- 5 years recent and relevant work experience in selling voice and data network solutions with a record of sales success within Federal Government
- Will include the selling of the new Acuity, a Micro Data Center product. Acuity offers high performance in a small footprint offering compute, storage, security, communications, and networking built into a single chassis to support virtualization and a hyper-converged Infrastructure.
- Knowledge of voice, data, and/or networking solutions/services is required
- Understanding of industry leading partner offerings from demonstrated experience;
- Proven aptitude for aggressively calling on new customer prospects and building relationships based on trust and integrity;
- Knowledge of capture management processes and practices within the Federal space;

- Understanding of the methods behind Consultative solutions selling in the Federal Market place.

Special Technical Skills/Knowledge Required:

- Knowledge of Government contracting requirements;
- Proficient with written and verbal communication with, and to, internal and external stakeholders;
- Successful in selling portable communications platforms and solutions
- Experience leading capture efforts, developing win themes, evaluating win probability, coordinating internal resources, and writing executive summaries;
- Excellent interpersonal skills, and the ability to work well within all levels of an organization;
- Oral Presentation skills;
- Ability to effectively interface with senior command and executive civilian personnel;
- Competitive mindset;
- Knowledge of Shipley methods;
- Excellent written and verbal communications skills;
- Travel as required – the successful candidate will be in Sales with a broad territory mostly Northern VA/DC based but additional travel will be necessary
- The successful candidate will be required to submit to a background investigation, and may be required to apply and pass a government security clearance investigation.