

GOVERNMENTAL BUSINESS DEVELOPMENT MANAGER

We are a growing, dynamic company with a Governmental Business Development Manager (BDM) opening. The BDM will develop & retain government, military and international customer relationships; market and drive AcuTemp products and services to appropriate industries; prospect, qualify and close new accounts.

Key responsibilities include:

- Achieve revenue objectives.
- Prospect and identify potential in customers.
- Identify decision makers to develop business opportunities in both US and non-US military entities, governmental sectors, and the Department of Defense.
- Clarify and qualify opportunities; develop proposals and make formal presentations to potential clients.
- Maintain and service accounts; foster relationships to retain business.
- Identify opportunities where AcuTemp can work jointly with government agencies to develop new or improve AcuTemp product lines.
- Identify lobbyists who will support AcuTemp's product lines.
- Maintain and communicate market knowledge; e.g., changes in marketplace, competitive activity, etc.
- Provide accurate and relevant reports as assigned.

Requirements:

- BS/BA degree in Business or Engineering.
- MBA beneficial.
- Must have experience with identifying and working with individuals who transport medical products throughout the military branches, governmental agencies, governmental sectors, and international agencies and sectors.
- Able to identify which entities require cold chain logistics.
- Successful experience in winning new customers.
- Knowledge of medical, pharmaceutical, chemical, or packaging, is a plus.
- Knowledge of navigation through Government Sectors
- Consistent and verifiable track record for over-achieving sales quotas.
- Ability to build excellent relationships with customers and internal team members.
- Outstanding written and oral communication skills.
- Strong analytical thinking and reasoning skills.
- Must be thorough and exercise attention to detail.
- Knowledge of complex sales tools such as "Strategic Selling."
- Goal orientated, highly enthusiastic, dedicated to excellence and biased toward action.
- Possess a valid US driver's license and passport.
- Domestic and international travel (70%+)
- Preferably in the Washington DC area, but open to other areas in the Midwest or East Coast.

We are committed to selecting the best people for our positions and helping them develop the job skills to realize their full potential. We offer a competitive salary and benefit package. Please email your resume to:

resume@acutemp.com

or

fax or mail your resume to:

AcuTemp Thermal Systems
Attn: Governmental Business Development Manager
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Fax: 937-312-1277