

Account Manager - Navy and Marine Corps

Scalable Network Technologies is the undisputed leader in network digital twin technology for intelligent communications and cyber resiliency, and we have a world class reputation for top quality engineering services in emulation and simulation of enterprise and tactical networks. Our customers rely on us to accurately predict cyber and network performance in all military domains from undersea to space.

We are actively seeking a motivated account manager to oversee our broad and expanding portfolio of projects supporting the US Navy and Marine Corps, including all systems commands and research laboratories.

This position is for a full-time employee located in the National Capital Region or Southern California.

Key Responsibilities:

- Serve as the primary point of contact for all Navy and Marine Corps accounts.
- Build and maintain strong, lasting customer relationships.
- Negotiate contracts and close agreements to maximize company performance.
- Ensure timely and successful delivery of all contract deliverables.
- Clearly communicate project progress to internal and external stakeholders.
- Develop new business opportunities with existing customers to meet company objectives.
- Forecast and track key account metrics.
- Prepare and submit monthly/quarterly contract status reports.
- Collaborate with Defense and Engineering teams to meet customer and company objectives.
- Track and assist with resolving customer requests and concerns.

Required Qualifications:

- Demonstrated ability to communicate effectively to influence key stakeholders at all levels of an organization.
- Experience with Sales Force CRM software.
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail.
- Excellent listening, negotiation and presentation skills.
- Strong verbal and written communication skills.
- BA/BS Degree in Computer Science, Engineering or Business Administration.

Desired Qualifications:

- Navy and/or Marine Corps account management experience.
- Understanding of Navy and Marine Corps headquarters, operational, acquisition and contracting organizations and processes.
- Experience working with Navy and/or Marine Corps systems commands and research organizations.

Benefits:

Scalable offers outstanding benefits, including flexible work hours, health insurance, retirement plan, and a positive, friendly, energetic work environment. If you have the qualifications and interest, please send your resume now. Scalable is an equal opportunity employer and strongly supports workplace diversity.

Scalable Network Technologies Web: <http://www.scalable-networks.com>