



Job Requisition Form

Job Details		
Job Title:	State of Maryland Account Executive	Job No.:
Department:	Sales	Start Date: Immediately
Functional Area:	Sales	Reports to: Fred Sanders
Salary Range:	TBD	Location: Silver Spring, MD
Status	<input checked="" type="checkbox"/> PUBLIC	<input type="checkbox"/> CONFIDENTIAL
<input type="checkbox"/> Replacement Position Name/Title of person being replaced-	<input checked="" type="checkbox"/> New Position	<input type="checkbox"/> Temporary/Contractual Position
Job Description		
<p>Purpose and Scope: Ideal candidate would have previous background successfully selling IT Technology and Web Services to agencies within the State of Maryland. Candidate will be responsible for generating sales revenue working with Maryland state customers in the IT technology and service areas. Qualification skills, business development aptitude, closing opportunity experience and writing ability for proposal contribution is a must. IT/Web Design Services experience is mandatory. Superior presentation skills are required to interface with prospects and existing customers. Knowledge of the Maryland State procurement and contracting methodologies are highly desirable. Proven past performance should be demonstrable. Candidate must be able to clearly demonstrate knowledge with explanations in a clear, concise manner and be able to communicate with customers and business partners in a friendly and efficient manner. Can do attitude is mandatory. Team approach is a must.</p>		
<p>Responsibilities: Proposal & Business Development – Create and respond to Task order Requests for Proposals under A&T’s various IDIQ contracts with the State of Maryland. Pursue and develop new opportunities and contracts with the State of Maryland by teaming with other companies, and communicating with State officials. Travel – Occasional travel will be required to customer presentations, trades show events, oral presentations. This travel will be throughout the State of Maryland and occasionally within the Continental U.S.</p>		
<p>Phone Screen Questions: Have you worked for or with State Agencies within Maryland? How has your prior work experience enabled you to leverage your relationships into successes? Have you had experience with writing proposals in response to State of Maryland solicitations? Are you familiar with eMaryland Marketplace. Tell me about your background in IT and Web technology. What level of sales revenue have you been able to achieve? Why would you be successful selling services into Maryland today?</p>		

Job Requirements

Requirements:

IT & Web Services background, Familiarity or working knowledge of State of Maryland Agencies preferred. Knowledge of state & local government solicitations and contracting methodologies is mandatory. Working relationships with Maryland State government agencies and selling into the Maryland State & County government is highly desirable. Ability to work with others in a harmonious fashion.

Education and Training: Flexible, no hard requirements.

APPROVAL:

Dept. Manager/Supervisor: _____

Hiring Authority: _____

Date: _____

Date: _____

Human Resources only-

Date Received: _____

Date Filled: _____