



Job Description

Federal Government Sales Manager

PESA has just released the next-generation end-to-end highly secure video distribution system for DOD command and control centers, SCIFs, secure briefing rooms, operations centers for missions, critical infrastructure and base/campus security, situational awareness for critical infrastructure and any IoT/Sensor video data feeds back to HQ. This is the chance to get in early to a very large market opportunity.

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PESA is seeking an experienced & driven mid- to senior-level outside sales professional. This position will be based in the Washington, DC metropolitan area (which includes the neighboring towns and suburbs in VA and MD). This position will work from home and will require a self-starter capable of working independently. This position is part of a high-performance sales team, fully supported by marketing and channel managers. PESA currently has employees in numerous states in the U.S. and Canada.

Our current customers are DOD, government, civil agencies, and other markets. The compensation includes a base salary and a commission plan with no cap.

Requirements

- Solid understanding of the sales ecosystem of the U.S. federal government IT contracts industry. Experience in successfully selling diverse technologies to the federal DOD agencies, such as network architecture, cybersecurity, and cloud.
- Hard-driving and focused sales attitude, and tenacity in pursuing federal government contracts.
- Sales experience actually selling to DOD (Air Force, Navy, Army) required. Experience selling to DHS and Intel agencies optional.
- Experience in developing and closing new business, with a proven track record of meeting and exceeding revenue goals as a sales professional.
- Ability to work with and bring in federal sales integrators, resellers, and services companies as partners in the sales and marketing efforts of PESA.
- Understanding that the sales process is never completed, appreciation of the importance of ongoing account management throughout the contract cycle, and ability to drive proactive post-sale efforts to ensure recurring revenue expansion within each account.
- Knowledge of federal contracting practices and the unique requirements of solving problems for federal customers in DOD agencies. General knowledge of government





contracts, GSA Schedule, GWAC and ability to lead or participate in the proposal process, as needed.

- Ability to rapidly understand prospective customer requirements, clearly demonstrate that understanding, and effectively communicate our industry-leading solutions to their challenges.
- Ability to realistically and accurately assess the validity of developing sales opportunities and build a strong pipeline.
- Knowledge of CRM and understand its importance as a company-wide source of critical information in support of business operations.
- Team player, with the ability to communicate and work well with other members of the sales, marketing and channels division, and ability to work well with other areas of the company.
- 3-6 years of sales experience in DOD services branches, required.
- 6 or more years of experience in DOD service branches, highly desirable.
- Knowledge and experience in selling and networking in the Washington, DC metropolitan area.
- No clearance requirement currently, but no known hindrances in applying for security clearances in the future.
- Proven success in DOD federal sales. Additional experience selling to DHS and Intel agencies is desirable.
- Bachelor's degree from a highly respected educational institution. Bachelor's degree in IT technology or graduate degree, desirable.

Qualified candidates please send resume to: hr@pesa.com

