



## **ISHPI National Sales Manager**

### **Position Description:**

#### **Increased Growth = Unrestricted Earning Potential!**

Are you interested in taking a dynamic 8(a) and SDVO small business to the next level by creating, implementing, and executing a national level sales strategy? Your unrestricted earning potential is directly tied to your ability to successfully provide long term growth for *ISHPI* in target markets. *ISHPI* is looking for an individual that appreciates the difference between general Business Development (BD) in the traditional sense and developing sales relationships in the often indirect market of the Government Sector. You will be responsible for building upon *ISHPI's* success as a premier provider of full spectrum Information and Cyber Dominance capabilities.

### **Duties and qualifications, identifying both essential and marginal duties:**

- Responsible for interfacing with Government and commercial leadership in order to close sales and gain intelligence on potential opportunities
- Required to interface with *ISHPI* Board of Directors and executive and senior management staff to align tactical sales decisions with *ISHPI's* strategic vision and guiding principles
- Maintain, update, and deliver capabilities presentations to targeted individual clients
- Develop methodology for maturing, documenting and implementing the business intelligence solution for new and existing sales
- Provide insight and requirements for architecting (or procuring) solutions for:
  - *ISHPI* opportunity management systems
  - *ISHPI* Business and Procurement Intelligence Operations (BPIO)

### **Education, Skill, and Experience Requirements:**

- Required undergraduate degree in a business related field
- Preferred Masters Degree in Sales or Marketing or related field
- Preferred Military background or experience in IW, IO, IA, Cybersecurity (CNO/D) or Cyberwarfare (CNO/A & E)
- Must have demonstrable sales experience within a Government Market Sector
- Must have Sales Management Mechanics experience
  - Demonstrable experience in documenting and managing sales opportunities
  - Understanding of the difference between Direct Sales and Indirect Sales opportunities
- Must have an understanding of the differences between the following:
  - Sales
  - Marketing
  - Business Development
- Familiarity with the challenges and opportunities presented by transitioning a small business' sales strategy – helping it grow to the next level
- Ability to discern market viability and anticipate Customer needs

### **Location:**



- Primary Location is negotiable
- 5-10% in Charleston, SC

**Security Clearance Required:**

- Candidate must be able to obtain a security clearance
- Desire candidate willing to take a polygraph

**Travel Requirements:**

- Extensive Travel Expected