

Job Title

Managing Director of ETP Federal Practice

Location

Washington DC area

Job Description

ETP is seeking a very experienced and senior consulting leader for the Federal practice. This practice leader must have previous experience working with the Federal government in the capacity of selling, delivering and managing government projects. This leader plays an active, strategic role in the business by leading the penetration of key client targets in numerous US Defense & Civilian agencies including: DOD, USDA, DHS, DOT, DOL, etc. This senior role includes managing Business Development activities and the continued monitoring and development of client relationships. 10 years minimum of sales experience in the Federal Marketplace is required to understand and navigate the various agencies and departments. This senior management executive must also possess good organizational skills, and develop working relationships with clients and individuals across a broad spectrum.

Ability to work in the Federal Marketplace, and possessing a working knowledge of Congressional, Administrative and Agency initiatives, as well as national initiatives that impact budget, political and technological trends.

Job Requirements

- 8 to 12 years of experience selling and delivering within the government market (either directly to governments or through major integrators) with a strong track record of meeting or exceeding multi-million dollar quotas.
- Working knowledge of and experience with government procurement practices for Federal and/or state level agencies.
- A strong and current rolodex into the Federal (primary) and integrator community
- Existing security clearance preferred, or ability to obtain clearance.
- Entrepreneurial approach with a strong sense of urgency and mission
- Well developed business, communication and leadership skills
- Must be a team player and motivating leader
- Provide strategic and operational guidance for goals, initiatives and projects to help ETP achieve its' targets and objectives.
- Ensure compliance with legal and regulatory and procedures.
- Consulting services knowledge is a plus.
- This position reports directly to the Chief Operating Officer.

Skills Preferred

Strong interpersonal skills, inclusive of written and verbal communication, project management expertise, and managerial experience. Excellent written and verbal skills, team oriented, flexible and able to perform well in an unstructured environment. Skills and experience with PCs, and programs such as, Microsoft Excel, Word, Powerpoint, and Access. Experience in selling Management and ERP services is a plus.

Responsibilities

Specific activities include but are not limited to: strategic planning, customer relationship development and maintenance; industry partnership development and maintenance, opportunity development and pursuit and support to the proposal development process. Responsible for identification, qualification and pursuit of new business opportunities for the Federal practice. Using industry database sources, customer space knowledge and other sources to identify services opportunities of all ranges, but specifically greater than, \$10 million per year revenue. Manage and update the Federal pipeline of opportunities, and develop tactical sales strategies for specific opportunities.

Government Relationship.

Responsible for supporting a variety of activities involving government relations and communications including major, high profile projects with emphasis on impending legislation and the impact on technology. This practice leader must have previous experience working with the Federal government in the capacity of selling, delivering and managing government projects.

Critical Success Factors

- ✓ Proven record of success in sales and business in the Federal Marketplace.
- ✓ Familiarity with inner workings of Federal Marketplace.
- ✓ Knowledge of strong contacts within the system integrator community to facilitate development of strategic teaming.
- ✓ Highly effective communicator to all levels of the company.
- ✓ Understanding client needs and maintaining high customer satisfaction ratings.

Education

BS or BA Degree required. Computer or Management related would be ideal. Prefer MBA or MS Degree, but not required.

Travel Requirements

Travel requirements are less than 30% for areas outside of the Washington DC, Maryland, and Virginia area. Additional travel may be required for training or to attend ETP firm meetings or client events.

For confidential consideration for this position, please send your resume to careers@etpco.com