

Job Title

Director of ETP Public Sector Practice

Location

Tallahassee, Florida (Capital for the State of Florida)

Job Description

ETP is seeking a very experienced and senior consulting leader for the Public Sector practice. This practice leader must have previous experience working with the State Agencies and local governments 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 state agencies and local municipalities and governments. 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 State and Local 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 State and Local Marketplace, and possessing a working knowledge of Congressional, Administrative and Agency initiatives, as well as public policy initiatives that impact budget, political and technological trends.

Job Requirements

- 8 to 12 years of experience selling and delivering within the state and local government market (either directly to agencies and local governments or through major integrators) with a strong track record of meeting or exceeding extensive sales and revenue quotas.
- Working knowledge of and experience with government procurement practices for Federal, State and Local level agencies.
- A strong and current rolodex into the State and Local government, and the integrator community
- 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 for the public sector team
- 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 Public Sector practice. Using industry database sources, customer space knowledge and other sources to identify services opportunities of all ranges, but specifically greater than, \$1 million per year revenue. Manage and update the Public Sector 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 State and Local government in the capacity of selling, delivering and managing government projects.

Critical Success Factors

- ✓ Proven record of success in sales and business in the State and Local Marketplace.
- ✓ Familiarity with inner workings of State and Local governmental operations.
- ✓ 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 10% for areas outside of Tallahassee. 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