

TMD TECHNOLOGIES VACANCY

Title: Senior Account Manager (SAM)

Responsible to: VP Sales & Business Development, TMD-US

Background:

TMD Technologies, LLC (TMD-US) is into our 6th year of expansion selling to the US defense market. Our business has grown, and we need to add a dedicated Sr. Account Manager to continue our positive sales momentum. TMD-US is a subsidiary of our UK based parent company TMD Technologies Limited (TMD-UK), whose pedigree goes back over 70 years in the radar and EW industry. TMD-US operates under a Special Security Agreement (SSA) with the US Defense Security Service (DSS) and has a focus on the High-Power Microwave Transmitter portion of the Radar, EW/EA, Communications and EMC markets. We are located just 20 minutes from the BWI international airport.

Scope:

TMD-US seeks a senior salesperson to handle multiple large and mid-size customers. The candidate will live in a major metropolitan market with easy airport access, and preferably where existing and target customers reside. (So-Cal, Dallas, Boston, Atlanta, Denver are ideal examples). The SAM will have responsibility for managing all sales related aspects for our existing customers while developing long term production program business with new customers. A strong RF/microwave selling background is a prerequisite.

The successful candidate should have direct selling experience working in the Radar / EW community, preferably handling microwave sub-systems or similar hardware. The primary responsibilities will be to work all sales related aspects associated with complex, long term US government programs. The candidate will be able to achieve annual program design-in success, while supporting and growing existing customer relationships as their program needs evolve. The ability to work closely with a small team and interface with our foreign parent's engineering, operations and sales teams in the United Kingdom are keys to success.

Key Responsibilities:

- Develop and maintain relationships with existing and new customers while interfacing with all departments within these companies (Engineering, Program Management, Supply Chain, Operations, Executive, etc.)
- Work and monitor the internal TMD business areas, including the UK's action items, and coordinate the quoting/proposal process to ensure TMD delivers a quality, winning proposal
- Achieve/exceed annual quota for order intake and develop new relationships and opportunities for TMD US
- Manage the sales forecast for the given assignment and effectively use the TMD CRM system
- Participate in relevant trade shows and industry events
- Maintain up to date product knowledge on TMD's products, potential customers, industry trends and TMD engineering capabilities

- Produce detailed visit reports for each customer visit including the technical situation, decision process, and competitive landscape
- 40-60% Travel in support of customer activities with limited international travel required

Qualifications:

- 7+ years of proven sales experience with progressively more responsibility within the microwave industry
- Direct DoD and Prime contractor knowledge with selling experience involving a technical product is a must
- Bachelor's degree with technical emphasis preferred
- US Citizen, valid US passport and existing US security clearance or ability to obtain clearance
- Must be highly motivated and able to sell at all levels within large organizations while networking for additional leads and opportunities

Job Reference: Senior Account Manager (SAM) 25/10/2018



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