

Job Title: Strategic Account Sales Representative for the Defense Market

Summary:

The AGM Strategic Account Sales Representative for the defense market is based in Tucson, AZ, and is responsible for developing new business opportunities and expanding existing relationships within the aerospace and defense industries. This role will actively pursue engagements with prime defense contractors such as Raytheon and Lockheed Martin, their suppliers, and the broader DoD market. Collaboration with internal teams, including engineering, inside sales, and management, is crucial to effectively meet customer needs and strategically position AGM solutions within complex sales processes.

Key Responsibilities:

- **New Business Development:** Proactively identify, cultivate, and secure new business opportunities within aerospace and defense markets, including prime contractors, their supply chains, and direct DoD entities.
- **Strategic Account Management:** Develop and sustain long-term strategic relationships with key customer and industry stakeholders and decision-makers, ensuring AGM's products and solutions are specified or highly visible and preferred.
- **Sales Pipeline Management:** Systematically track, manage, and report sales opportunities through effective CRM utilization, ensuring transparency and predictability in the sales process.
- **Negotiation & Contracting:** Skillfully negotiate terms, conditions, and pricing to secure profitable contracts and maintain competitive positioning.
- **Customer Advocacy:** Act as the primary advocate for customers within AGM, ensuring exceptional service delivery and timely resolution of any issues. The ideal candidate coordinates closely with AGM's engineering and inside sales teams to align customer requirements with AGM's technical and commercial offerings effectively.
- **Customer Results:** Monitor and analyze customer account performance to identify areas of opportunity and improvement. Regularly communicate this with AGM leadership and others as appropriate.
- **Market Intelligence:** Regularly monitor industry trends, competitive activities, and market shifts to identify growth opportunities, improve account strategies, and report insights to AGM leadership.
- **Industry Participation:** Represent AGM at relevant industry associations such as NIPHLE and actively participate in targeted industry trade shows and networking events.

Skills & Qualifications:

- **Deep Industry Knowledge:** Proven experience and established relationships within aerospace and defense markets, including familiarity with the supply chain acquisition processes of prime contractors and the DoD.

- **Strong Communication & Interpersonal Skills:** Exceptional skills in building trust, clearly understanding customer requirements, delivering persuasive presentations, and conducting high-level negotiations.
- **Strong technical aptitude:** Ability to quickly understand technical details and collaborate effectively with AGM engineering and customer technical representatives to tailor solutions.
- **Prepare and deliver presentations explaining technical products** to existing and prospective customers.
- **High initiative and ambition:** Self-motivated professional who proactively seeks opportunities, excels at developing new business, and requires minimal supervision to achieve results consistently.
- **Strategic Thinking & Planning:** Demonstrated capability in creating and executing strategic account plans to drive sustainable growth.
- **Problem-Solving & Analytical Skills:** Strong analytical skills to assess customer and market data, identify trends, and develop actionable insights.
- **High Business Acumen:** Understanding of business principles and industry trends.
- **Sales & Negotiation Skills:** Proven track record of success in driving sales, managing complex opportunities, and consistently meeting or exceeding revenue targets.
- **CRM Software Proficiency:** Experienced user of CRM platforms (Salesforce, HubSpot, or similar).

Education and Experience: Bachelor's degree required, Bachelor's in Engineering (B.E.) preferred, 7+ years of successful field sales experience in the defense industry with industrial products.

Language Skills: English

Work Environment: Works out of the AGM facilities in Tucson, AZ and requires 25% or more travel. Due to AGM's defense-related products, hybrid and remote work is not permitted.

Please forward your resume to Matt Williams mowilliamson1@gmail.com