



Title: Director of Federal Sales- DoD

Classification: Exempt

Work Location: Arlington, VA office

Reports to: Vice President of Sales

Who We Are Identiv's products, software, systems, and services address the markets for physical and logical access control and a wide range of RFID-enabled applications. Customers in the government, enterprise, consumer, education, healthcare, and transportation sectors rely on Identiv's access and identification solutions. Identiv's mission is to secure the connected physical world: from perimeter to desktop access, and from the world of physical things to the Internet of Everything.

Summary:

As the Sales Director for our Federal, DoD accounts, He/She will work with Identiv's Executive Management, Business Development, Product Management, Product Engineering, and Regional Sales Team to develop go to market strategies, competitive tactics, and effective new account penetration strategies. You will utilize your subject matter expertise to identify, cultivate and maintain solid working relationships with Identiv's partners, consultants, systems integrators, and dealers. Establish and maintain customer relationships, and growing Identiv's revenue within the Federal Government space. He/She will be comfortable in the hunter selling role and will have the ability to identify, qualify, develop, and close new business directly with U.S. Federal Government, DoD departments, and agencies.

Essential Functions include, but are not limited to, the following:

- Develop and execute sales plan to meet and exceed assigned revenue objective for US Federal Government, Department of Defense, globally.
- Direct sales engagement at headquarters level of all DoD departments, agencies and subagencies.
- Map out all DoD departments, agencies and sub-agencies. Identify leadership, management and technical contacts responsible for Physical Access Control.
- Develop and execute sales campaigns for each department and agency to include organizational research, opportunity identification, qualification, development and closure.

- Manage relationship development at all levels – executive, management and technical. Secure commitment from economic and technical decision makers and influencers.
- Leverage existing company, customer, influencer, and partner relationships to establish network within each department, agency and sub-agency. Cold call as required to establish key relationship gaps.
- Communicate the value and competitive advantages of Identiv products and services. Secure the technical win at headquarters level.
- Partner with Business Development to develop and execute a bidding strategy for each department and agency. Provide direction on business requirements including bidder requirements, procurement vehicles, certifications, APLs, and ATOs needed to win the business.
- Utilize all available research, web sites, and data sources to identify Physical Access Control opportunities.
- Provide sales leadership, education, training and empowerment for Identiv regional sales representatives globally to enable them to effectively sell to DoD departments and agencies locally. Provide sales enablement, success stories, references, contacts and other sales assistance as required for extended Identiv sales team.
- Must be able to pass federal background check.

Required Skills and Qualifications

- Excellent verbal, written, and presentation skills.
- Ability to work independently as well as on a highly collaborative team.
- Consultative selling skills.
- Business and sales planning – Quarterly Business Reviews, Forecasting with Salesforce.com, Time Management and Sales Activity Tracking.
- Excellent analytical and networking skills.
- Superior organizational and problem solving skills.

Experience

- 4+ years selling in the physical access security industry.
- 4+ years selling to the US Federal Government and demonstrated track record of exceeding quota.
- Professional Sales Training.
- Military experience is a plus.

Education

- Bachelor's Degree required, business degree preferred.

Citizenship and Clearance

- Must be a US citizen.
- Government security clearances are a plus.

Work Requirements

This position does not have supervisory responsibilities.

Work Environment

This job operates in a professional office environment. This job uses computers and computer systems (including hardware and software) to program, setup functions, enter data, or process information.

Physical Demands

This is an active but not necessarily physically demanding role. The employee must occasionally lift office products and supplies weighing up to 20+ pounds.

Position Type and Expected Hours of Work

This is a full-time position. Days and hours of work can vary and the candidate is expected to perform all duties and responsibilities customarily associated with this position.

Travel

Limited, occasional travel is expected for this position, up to 50%.

Other Duties

Please note this job posting/description is not written to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Please send a cover letter and résumé to careers@identiv.com

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification form upon hire.

This position may require the eligibility to obtain a security clearance. Non-US citizens may not be eligible to obtain a security clearance. The Defense Industrial Security Clearance Office (DISCO), an agency of the Department of Defense, handles and

adjudicates the security clearance process. Security clearance factors include, but are not limited to, allegiance to the US, foreign influence, foreign preference, criminal conduct, security violations and drug involvement. Employment is contingent on other factors, including, but not limited to, background checks and drug screens.

If you are an individual with a disability and require a reasonable accommodation to complete any part of the application process, or are limited in the ability or unable to access or use this online application process and need an alternative method for applying, you may contact Identiv, Inc. at (949) 250-8888 ext. 101 for assistance.

Identiv is an Equal Employment Opportunity Employer. The company abides by the requirements of 41CFR 60-300.5(a) and 60-741.5(a). All qualified applicants will receive consideration for employment without regard to race, sex, color, religion, sexual orientation, gender identity, national origin, protected veteran status, or on the basis of disability.