

## **Job Title: Strategic Account Representative – Federal Market**

**Location:** Washington, DC Area / Remote

**Department:** Sales

### **About Inertial Sense:**

Inertial Sense is a leading provider of high-precision inertial sensors and embedded systems solutions, supporting innovative applications across aerospace, defense, autonomous vehicles, and more. We are committed to delivering cutting-edge technology and exceptional customer service to meet the complex needs of our clients.

### **Position Summary:**

This position is responsible for developing and expanding Inertial Sense's business within government agencies, system integrators, military institutions, and related federal entities. This role requires a deep understanding of federal procurement processes, strong relationships with the Federal System integrators, and an understanding of embedded technology.

### **Key Responsibilities:**

- Identify, target, and cultivate relationships with federal agencies, with a focus on drone technology, autonomous warfighters, aiming, and engagement technology.
- Focus on system integrators responsible for creating next-generation weapons technology specific to armed drones, unmounted and mounted war fighters.
- Understand and navigate federal procurement policies, including GSA schedules, IDIQ contracts, and SBIR/STTR programs.
- Collaborate with engineering, marketing, and product teams to tailor solutions and proposals that meet federal requirements.
- Lead the proposal and bid process, including preparing technical and pricing proposals.
- Conduct regular account reviews, track pipeline activity, and report on engagement metrics.
- Accurately forecast booking projections.
- Identify and attend industry conferences, government events, and stakeholder meetings to expand opportunity base
- Maintain a strong understanding of industry trends, regulatory changes, and competitive landscape within the federal sector.
- Ensure compliance with government regulations and internal policies during all sales activities.

**Qualifications:**

- Bachelor's degree in Engineering, Business, Marketing, or related field (Master's preferred).
- 5+ years of experience in federal sales, account management, or business development, preferably in high-technology or sensor solutions.
- Proven success in building relationships and closing deals with government agencies and military clients.
- Strong knowledge of federal acquisition and procurement processes.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a collaborative team.
- An existing network within federal agencies and defense contractors is a must.

**What We Offer:**

- Competitive salary and performance-based incentives.
- Opportunity to work on innovative, cutting-edge technology within a growing company.
- Supportive and dynamic team environment.
- Professional development and growth opportunities.

**Ready to Join?**

To apply, please send your resume and a brief introduction to [info@inertialsense.com](mailto:info@inertialsense.com). We look forward to exploring how you can help us navigate the future of inertial systems!