



## Position Description – Federal Account Executive (USA)

Apply directly to [info@fivecast.com](mailto:info@fivecast.com)

The Federal Account Executive (USA) will expand our client-base and be responsible for implementing an effective business development & customer acquisition strategy – including identifying new markets, leads & opportunities and increasing the level of customer engagement to hit a revenue target.

### About Fivecast

As a world-leading provider of cutting-edge digital intelligence solutions, Fivecast delivers the world's most important public and private organization's with the capability to explore masses of digital data, gaining insights which are critical in protecting our communities. Utilizing leading edge AI-enabled technology and with the ability to solve the most complex intelligence challenges, there is no other technology that has the capability of Fivecast.

**Supervisor:** Director of Sales (USA)

**Hours:** Full time. Some out of business hours work may be required.

**Responsibilities:** The Federal Account Executive is responsible for:

- Implementing the USA sales and business development:
  - Work with Director of Sales (USA), VP Sales Operations and VP of Channel Sales & Alliances to implement the sales and business development strategy.
  - Maintain a strategic view of the USA customer, partner and competitive landscape
  - Drive business growth and expansion into different markets and domestic geographies
- Undertaking business development & sales activities with key customers and channel partners:
  - Identify key customers in the US and international law enforcement, national security, defense & corporate security sectors for Fivecast products and services
  - Identify end-user groups/divisions within the customers
  - Identify key contacts in the customer organisations
  - Identify key use cases and requirements for the customers
  - Qualify customer opportunities.
  - Engage with customers to secure product and capability demonstrations for Fivecast
  - Engage with customers to secure, monitor, track and review Fivecast product trials
  - Engage with customers to secure sales of Fivecast product and capabilities
  - Manage the Fivecast USA customer opportunity pipeline, including the development and execution of customer capture plans

- Identify and engage with key customer influencers (eg thought-leaders, professional associations etc) to promote Fivecast in the US law enforcement, national security and defense sectors.
  - Build long-term relationships with new and existing customers and partners
  - Grow existing customer user base through direct and channel sales
  - Provide trustworthy feedback and after-sales support
  - Represent Fivecast at conferences as a delegate or exhibitor
  - Update the customer relationship management (CRM) system
  - Maintain the relevant sales forecast
- Thought leadership
    - Working with the marketing team and external consultants to build thought leadership around Fivecast
    - Represent Fivecast at conferences as a delegate or exhibitor
  - Product demonstration and training:
    - Maintaining a strong user understanding of Fivecast software and its key features.
    - Work with the tradecraft team to provide software demonstrations to potential customers, as required.
  - Work closely with the VP Channels & Alliances in engagement with Fivecast partners

## **Skills and Experience**

### Essential Criteria:

- A proven track-record in enterprise software sales in the US Federal government sector
- Excellent communication and stakeholder management skills
- Demonstrated history of over-achieving sales targets and earning 100% club awards
- Highly regarded and well-connected within the law enforcement and national security sector
- Must live in the Washington, D.C. metropolitan area
- Must have 5 to 7 years' experience selling to the Federal government

### Desirable Criteria:

- Recent experience selling to the US Federal Government including defense, law enforcement and national security
- Current list of contacts in federal and state law enforcement and ability to leverage your network to bring revenue to Fivecast.
- Understanding of application of open-source intelligence and risk assessment
- Understanding of investigation and intelligence practices in law enforcement and national security agencies in USA

### Security Clearance



- Minimum SECRET clearance or eligibility to acquire one is desirable.

### **Expected Behaviours**

To model the behaviours expected of all staff, the Federal Account Executive, USA will:

- support and encourage a diversity of views, skills and personalities across the business;
- be open, honest and maintain respect for all personnel and partners;
- maintain a policy of inclusiveness and encourage dialogue with all stakeholders;
- clearly and constructively voice concerns and ideas;
- actively seek to build relationships with all of the Fivecast's internal and external stakeholders; and
- commit to deliver and deliver on all commitments.

**Location:** Arlington VA, USA

**Travel:** Regular (up to 20%) interstate travel will be required. Some travel to the Fivecast Office in Adelaide, Australia may be required.