



Job Description: VP Account Manager

Position: VP Account Manager at The Outpost LLC

Contact: careers@theoutpost.com

The Outpost is currently looking for a qualified VP Account Manager to join our team. This role will be responsible for developing and maintaining business relationships with key clients.

The VP Account Manager will be the primary interface and lead contact between The Outpost and assigned key accounts, as well as be the advocate for these accounts within our company. This person will represent The Outpost and add meaningful value to the client as it relates to development, growth opportunities, and best practices. This person will leverage this partnership to deepen and broaden The Outpost's relationships within key accounts - expanding our partnership into new divisions and product groups..

While the primary responsibility for the VP Account Manager will be the account relationship and business development within key accounts, this role will also support the broader team, including calls, proposals, and relationships with other projects or accounts as needed.

About the Role:

- Work closely with other team members to ensure client satisfaction on project delivery and service.
- Work with multiple clients and assist with their business development.
- Create a pipeline of \$3-5 Million in opportunities for each client within a 6 month period.
- Build an engagement strategy for each client that targets their ideal customer profile.
- Identify and develop new project opportunities through deep relationships between the client and The Outpost.
- Stay informed on trends, changes, opportunities, and key personnel within the target government agency in order to understand the context of projects and future opportunities.
- Representing clients in a professional and consistent manner, helping them develop outreach and marketing strategies.
- Strive to be a trusted strategic partner with current and future clients.

About you:

- You are confident with pitching, scoping and proposing opportunities.
- You are self-motivated and an adaptable team player.
- You are willing to learn and able to quickly understand complex situations.

- You have experience with defense contractors.
- You have a fearless and positive attitude towards work and life.
- **You want to WIN**

Required Skills/Experience

- Bachelor's Degree or work experience equivalent to Bachelor's degree.
- 5+ years in account management and/or business development.
- Experience understanding and writing government proposals or contracts.
- Exceptional networking skills with the ability to establish trust and new connections quickly.
- Strong interpersonal, written, and oral communication skills with a high comfort level with public speaking and presenting.
- Ability to lead negotiations to close new business opportunities mutually beneficial to current clients and The Outpost.
- Experience working remotely.
 - Experience and engagement with the USAF, DoD, and the intelligence community.
 - Experience and network within defense contractors.
 - Involvement and understanding with DoD contracts process.
 - Understanding of government and enterprise work.

Compensation

Your pay for this role will be based on your skills and experience.

About The Outpost:

The Outpost is a boutique advisory and technology accelerator helping clients solve problems at the intersection of Technology, National Security and Capital. We were founded on the urgent need to find and get tech to our nation quicker.

Our team consists of a deep range of domain experts that includes industry insiders, DoD experts and former operators that validate capabilities prior to the first onsite.

We have an amazing portfolio of emerging technology companies who we help navigate the federal contracting wickets.

We are driven by passion, opportunity, and hard work. As we continue to scale, our culture is important to our future. Our values shape our culture and define the character of our firm. We live our core values through individual actions. These values serve as the foundation for how we act and make decision

The Outpost is mission-focused on DOING GOOD.

Email a cover letter and resume to careers@theoutpost.com