

Job Posting

Title: Government Account Executive

Location: BSC Lakewood

Dept.: BSC

Reports to: Store Manager BSC

Status/Shift: Full-Time/M-F

Salary: $60k-$80k plus incentive

The Lighthouse for the Blind, Inc. transforms the lives of people who are blind, DeafBlind, and blind with other disabilities. Through employment opportunities, we are a catalyst for empowerment. We foster self-confidence and instill a life changing affirmation that independence is possible. From our expertise in cutting-edge technology to our understanding of mobility, we help people who are blind and DeafBlind live fulfilling lives.

We believe everyone, no matter their vision abilities, deserves to experience the power of employment. Our goal for each person we reach is to ignite a fire of determination that is centered on the reality that blindness doesn’t define who you are or how you choose to live.

Purpose:

The Government Account Executive is responsible to bring in new revenue from federal customers. The newly generated revenue stream will allow the Lighthouse to increase the employment of people who are blind. They will initiate sales in the Pacific Northwest region with the Navy, Coast Guard, Corps of Engineers, states of Washington and Oregon, and help to grow sales if opportunities arise on Joint Base Lewis McChord.

**Responsibilities:**

* Professional representation of the Lighthouse at federal agencies, federal prime contractors, suppliers, perspective suppliers, and industry events.
* Achieve conversion, retention, and penetration targets in new and existing federal accounts.
* Focus on opportunities outside the current scope of business.
* Sales objective of $1-3 million annually to start (tiered goals year after year).
* Identify new relationships, products, services, teaming agreements, or channels that will increase revenues and employment of people who are in the federal landscape.
* Coordinate the implementation of any new opportunities with existing department resources.
* Develop business plans for new business opportunities and oversee the successful implementation of new programs.
* Follow and adhere to all company policies and guidelines.
* Follow and participate in BMS documentation, processes, and procedures.

**Minimum Requirements:**

* Sales experience at federal level that includes: a) military bases, b) defense contractors, c) prime vendors, f) NASA, d) Veterans Administration, and e) all other major federal agencies.
* Ability to pass background check within 30-45 days for security clearance.
* Previous Military supply experience preferred (SK/LS etc).
* Thorough understanding of federal procurement processes and practices.
* Full understanding of major federal contracting vehicles.
* Full comprehension of federal acquisition regulations.
* Four-year college degree (preferably in business or supply chain management).
* Advanced business degree a plus.
* 5 years or more working in supply chain management distribution (preferably with items or services consumed by the federal government)
* A minimum of 4 years selling into the federal marketplace.
* Strong desire to understand and embrace Lighthouse culture and mission.
* Participate in sales calls and meetings to provide support for accounts as needed.
* Experience working with people with disabilities or knowledge of the AbilityOne program preferred.
* Ability to travel independently when needed.
* Exceptionally self-motivated and organized.

The Lighthouse for the Blind, Inc. is an equal opportunity employer and does not discriminate on the basis of age, sex, marital status, sexual orientation, gender identity, race, creed, color. National origin, honorably discharged veteran or military status, or the presence of any sensory, mental or physical disability or the use of a dog guide or service animal by a person with a disability.

FEDERAL CONTRACTOR

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 document forms upon hire.

To submit an application for this position or for more information about the Lighthouse for the Blind, Inc. please visit [www.lhblind.org/jobs](http://www.lhblind.org/jobs)