



Job Description/Posting

Job Title:	Federal Account Manager – Department of Energy (DOE)	Department/Group:	Sales
Reports To:	Director of Sales	Position Type:	Salary/Full Time
Headquarters Location:	Lebanon, NH	Fair Labor Standards Act (FLSA):	Exempt
Level/Salary Range:	\$50,000 - \$500,000+	Travel Required:	Yes
HR Contact:	VP of HR, Operations and Compliance	Date posted:	
Will Train Applicant(s):		Posting Expires:	
External posting URL:			
Internal posting URL:			
Applications Accepted By:			
E-mail: cindi.mcbain@lyme.com		Mail: Cindi McBain / CONFIDENTIAL Lyme Technology Solutions 240 Mechanic Street, Suite 301 Lebanon, NH 03766	
Job Description			
<u>JOB SUMMARY:</u> The Federal Account Manager - DOE is charged with leading growth across the U.S. Department of Energy ecosystem. This role owns customer engagement, pipeline creation, capture coordination, OEM alignment, and revenue growth across DOE headquarters, national laboratories, field offices, and associated prime contractors. Federal Account Manager - DOE duties, responsibilities, and goals are dependent upon the level earned (Levels I and II). As appropriate, Federal Account Managers - DOE will be responsible for supervising, managing, and developing one or more Inside Sales Representatives (ISRs) assigned to them. Major Functions/Accountabilities: The successful Federal Account Manager - DOE is responsible for: • Relationship & Territory Development ○ Build, manage, and expand relationships with DOE programs, IT, cybersecurity, procurement, and mission stakeholders ○ Develop territory and account plans for assigned DOE organizations, national labs, and aligned integrators • Opportunity Identification & Solution Development ○ Identify, qualify, and advance opportunities across enterprise IT, cloud, data center, cybersecurity, networking, storage, AI/HPC, and end-user solutions ○ Drive discovery and solution development aligned to customer missions and requirements • Full Sales Lifecycle Execution ○ Manage prospecting, discovery, solution development, quoting, proposal support, negotiation, order management, and post-sale growth • Cross-Functional & Partner Coordination ○ Coordinate internal sales, engineering, operations, and procurement resources to deliver accurate, compliant, timely, customer-focused solutions			



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- Partner with OEMs and distributors to secure technical resources, pricing, registrations, funding, and executive engagement
- **Business Management & Reporting**
 - Track opportunities, and deliver predictable forecast, pipeline, activity reporting, and account intelligence in CRM with strong discipline and accuracy
 - Support contract and procurement strategies relevant to DOE customers and their prime-contractor community
 - Maintain high responsiveness, ownership, and customer experience
- Uphold the LYME Standard
- Establish strong, professional relationships with customers, prospects, coworkers, and vendors, based on solid rapport and trust
- Adhere to Lyme policies, code of ethics and conduct, and standard of doing business
- Demonstrate a commitment to continuing professional and personal development through:
 - Active participation in and support of Lyme's ongoing development and training efforts
 - Obtaining appropriate service and/or sales certifications
 - Remaining current in industry trends through relevant training, trade show attendance, reading of trade journals, etc.
- Projects as assigned by the Director of Sales

Skills/Qualifications:

- Minimum of a high school diploma, college degree preferred
- 5+ years of technology sales, federal account management, business development, or capture experience.
- Demonstrated experience selling to DOE, DOE national laboratories, energy research organizations, or their prime contractors strongly preferred.
- Working knowledge of federal procurement, contract vehicles, OEM partner programs, and complex quote-to-order processes.
- Experience selling one or more of the following: cybersecurity, cloud, data center, networking, storage, AI/HPC, or professional services.
- Strong executive communication, account-planning, and relationship-management skills.
- Ability to manage multiple pursuits and coordinate internal and external stakeholders.
- Proficiency in relevant software and platforms such as: MS Office/Teams/Outlook, Contraqer, NetSuite
- Willingness to travel as customer and business needs require

Physical Requirements:

- Prolonged periods sitting at a desk and working on a computer.
- Must be able to lift up to 15 pounds at times.

Disclaimer: *The above statements are intended to describe the general nature and level of work being performed in this position. They are not to be construed as an exhaustive list of all responsibilities, duties and skill required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.*

Lyme is an Equal Opportunity Employer. [Mandatory Postings](#)

Reviewed By:	Paul Sullivan	Date:	09/21/2026
Approved By:	Paul Sullivan	Date:	09/21/2026