



Job Description/Posting

Job Title:	Federal Account Manager – U.S. Air Force (USAF)	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 - USAF is charged with growing strategic business across the U.S. Air Force. The successful candidate will create and execute account strategies supporting Air Force missions, installations, program offices, IT organizations, and prime-contractor partners. Federal Account Manager - USAF duties, responsibilities, and goals are dependent upon the level earned (Levels I and II). As appropriate, Federal Account Managers - USAF 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 - USAF is responsible for: • Relationship & Territory Development ○ Own a defined U.S. Air Force territory, including assigned bases, commands, program offices, and integrator relationships ○ Build trusted relationships with mission owners • Opportunity Identification & Solution Development ○ Develop opportunities for secure infrastructure, cloud, cybersecurity, networking, mobility, endpoint, data center, edge, and professional services solutions ○ Lead discovery and solution conversations that connect customer mission requirements to LYME's technical, OEM, and procurement capabilities • Account Strategy, Planning & Pipeline Growth ○ Create account plans, opportunity strategies, call plans, forecasts, and pipeline-growth initiatives • Cross-Functional & Partner Coordination ○ Collaborate with Lyme engineers, inside sales, operations, and vendor partners to deliver compliant quotes, proposals, and orders			



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- Work with OEM partners to develop account coverage, secure deal registrations, coordinate field resources, and position differentiated solutions
- **Business Management & Reporting**
 - Track opportunities, and deliver predictable forecast, pipeline, activity reporting, and account intelligence in CRM with strong discipline and accuracy
 - Support complex federal pursuits involving prime contractors, subcontractors, contract vehicles, and multi-vendor solutions
 - 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 federal technology sales, capture, business development, or account management experience
- Direct U.S. Air Force, Department of the Air Force, DoD, or defense-prime experience strongly preferred.
- Familiarity with DoD acquisition, federal contracting, cybersecurity requirements, and enterprise IT procurement.
- Proven ability to establish relationships with both technical and executive-level stakeholders.
- Experience with enterprise infrastructure, cyber, cloud, networking, software, or services sales.
- Strong presentation, negotiation, organization, and follow-through skills.
- Ability to travel regularly within the assigned Air Force territory.
- 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