



Job Description/Posting

Job Title:	Federal Account Manager – U.S. Navy (USN)	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			
JOB SUMMARY: The Federal Account Manager - USN is charged with driving growth across the Department of the Navy. The role will focus on building customer and partner relationships, identifying mission and IT requirements, and delivering technology solutions to Navy organizations, Marine Corps customers, shore installations, program offices, and defense integrators. Federal Account Manager - USN duties, responsibilities, and goals are dependent upon the level earned (Levels I and II). As appropriate, Federal Account Managers - USN 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 – USN is responsible for: • Relationship & Territory Development ○ Own sales growth for an assigned Department of the Navy territory, including Navy, Marine Corps, systems commands, program offices, installations, and prime contractors ○ Develop relationships with customer stakeholders across IT, cybersecurity, communications, acquisition, logistics, engineering, and mission organizations • Account Strategy, Planning & Sales Execution ○ Create and execute account plans that define customer priorities, pursuit strategies, partner alignment, and revenue objectives ○ Lead the end-to-end sales process, including prospecting, discovery, solution design coordination, quoting, proposal support, contracting coordination, order execution, and account expansion • Opportunity Discovery & Mission-Aligned Requirements ○ Identify and advance opportunities in cybersecurity, networking, cloud, data center, storage, end-user computing, mobility, collaboration, software, and professional services			



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- **Cross-Functional & Partner Coordination**
 - Partner closely with Lyme's inside sales, engineering, procurement, and operations teams to ensure exceptional execution, compliance, and customer experience
 - Build and manage OEM, distributor, and integrator relationships to position differentiated solutions and secure competitive pricing and resources
- **Business Management & Reporting**
 - Track opportunities, and deliver predictable forecast, pipeline, activity reporting, and account intelligence in CRM with strong discipline and accuracy
 - Support customer meetings, technology briefings, partner events, and strategic account reviews
 - 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, capture, or strategic account management experience
- Direct U.S. Navy, Marine Corps, DoD, shipyard, systems-command, or defense-prime experience strongly preferred
- Knowledge of federal procurement processes, defense acquisition, contract vehicles, and complex public-sector sales cycles
- Proven record of opening new accounts, expanding strategic relationships, and closing complex technology opportunities
- Experience selling enterprise IT, cybersecurity, cloud, networking, data center, software, or services solutions
- Excellent communication, customer-engagement, prioritization, and problem-solving skills
- Ability to travel within the assigned Navy and Marine Corps 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