



Job Description/Posting

Job Title:	Federal Account Manager – U.S. Space Force (USSF)	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 - USSF is charged with developing and growing business across the U.S. Space Force and its supporting ecosystem. This role is ideal for a strategic seller who can navigate a developing service branch, connect emerging requirements to technology solutions, and build durable relationships with government and industry partners. Federal Account Manager - USSF duties, responsibilities, and goals are dependent upon the level earned (Levels I and II). As appropriate, Federal Account Managers - USSF 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 – USSF is responsible for: • Relationship & Territory Development ○ Establish and expand relationships across U.S. Space Force organizations, mission partners, acquisition offices, operational units, and defense integrators ○ Build productive relationships with major and emerging defense primes, subcontractors, OEMs, and channel partners • Strategic Territory Planning & Market Awareness ○ Develop and execute a multi-year territory strategy focused on growth, account penetration, and early opportunity identification ○ Build account intelligence and maintain awareness of programs, budgets, modernization priorities, acquisition activity, and partner ecosystems • Opportunity Discovery & Mission-Aligned Requirements ○ Identify requirements related to cyber resilience, secure cloud, data platforms, networking, zero trust, endpoint, infrastructure modernization, AI-enabled operations, and mission-support services			



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- Lead opportunities from initial qualification through solution development, quoting, proposal support, award, fulfillment, and follow-on expansion
- **Cross-Functional & Partner Coordination**
 - Coordinate Lyme engineering and OEM resources to develop technically credible, mission-aligned customer solutions
 - Ensure strong collaboration across internal teams and partner ecosystems
- **Business Management & Reporting**
 - Track opportunities, and deliver predictable forecast, pipeline, activity reporting, and account intelligence in CRM with strong discipline and accuracy
 - Represent LYME at customer meetings, industry events, vendor briefings, 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, defense business development, capture, or strategic account management experience
- Experience supporting U.S. Space Force, U.S. Space Command, Air Force space organizations, intelligence-community space customers, or defense contractors preferred
- Understanding of DoD and federal procurement processes, contract vehicles, and partner-led selling motions
- Demonstrated ability to sell complex technology solutions involving multiple OEMs, services teams, and procurement paths
- Familiarity with cybersecurity, cloud, enterprise infrastructure, data, network modernization, or mission IT solutions
- Strong strategic thinking, relationship development, communication, and execution skills
- Ability to travel based on customer and business requirements.
- 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