1700 Research Boulevard Rockville, Maryland 20850
301-340-2210

EXECUTIVE SEARCH CONSULTANTS

KEY ACCOUNT MANAGER/FEDERAL BUSINESS DEVELOPMENT

NISH

NISH, established in 1974, is a nonprofit agency whose mission is to create employment opportunities for people with significant disabilities, by securing federal contracts through the AbilityOne Program for its network of community-based, nonprofit agencies.

Providing employment opportunities to more than 45,000 people, the AbilityOne Program is the largest single source of employment for people who are blind or have other significant disabilities in the United States. More than 600 participating nonprofit organizations employ these individuals and provide quality goods and services to the federal government at a fair price.

Headquartered in Vienna, Virginia, NISH supports a network of more than 1,300 nonprofit agencies (NPAs) as well as federal customers by providing the legislative and regulatory assistance; workforce development assistance; communications and public relations expertise and materials; information technology support; engineering and technical assistance; and extensive professional training needed for successful contract management. NISH has regional offices in California, Washington, Virginia, Georgia, Texas and Illinois.

For additional information, please view: www.nish.org.

Responsibilities:

- Develop and maintain high-level relationships. Identify opportunities to expand major lines of ongoing business within a key agency.
- Develop relationships with the respective department's decision makers, including "C" level executives and senior officials, acquisition personnel, and end-user representatives to advance AbilityOne's mission.
- Develop and implement business plans for key government departments.
- Provide coordination of all NISH resources necessary to obtain new business and communicate with all affected NISH organizations.
- Assist federal agencies in accomplishing their mission while expanding the growth of jobs and projects on the procurement list of the AbilityOne Program.
- Understand the federal agency's organizational/reporting structure as well as the agency's decision-making and contracting process.
- Promote manufacturing and services' capabilities of NISH-affiliated nonprofit agencies and the AbilityOne Program.

Requirements:

- Leverage contacts within a key account to influence, generate and close new business opportunities for AbilityOne/NISH.
- Identify, target and penetrate customers from the key account community for products and services. Analyze opportunities and devise business solutions.
- Confident self-starter with ability to build and maintain successful relationships with customers and business partners.
- Work with a collaborative team environment.
- Excellent presentation, interpersonal, organizational and communication skills.
- Handle multiple, complex actions and priorities.
- Working knowledge of federal procurement policies and regulations; familiarity with the Javits-Wagner-O'Day (JWOD) Act/AbilityOne Program.
- Demonstrated negotiation skills resulting in procurement of agency-specific contracts.
- Ability to travel frequently.

Education/Experience:

BS/BA Required; MS/MA preferred

Location:

May reside anywhere within the United States, but must be near a major airport.

Compensation:

Salary up to $110,000
Benefits to include up to an 11% contribution to the individual's retirement plan(s)

EEO:

JDG Associates recognizes that NISH is an Equal Opportunity Employer. All candidates will be considered without regard to race, color, age, gender, religion, national origin, sexual orientation, marital status, political affiliation, or disability.

Contact:

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JDG Associates, established in 1973, is a leading provider of executive recruiting services to federal/state/local government, non-profit organizations, trade associations, Fortune 1000 corporations, and a broad array of government contractors.