



We produce the clearest, most realistic and advanced holographic images in the world.

Zebra Imaging, number 348 on the Inc 500 list of fastest-growing private companies and number 99 on Deloitte Technology Fast 500 list, is pushing the boundaries of color, interactive, real-time holography. Zebras include world-class experts and inventors in the areas of 3D imaging, holography, computer graphics, 3D data processing, and systems design, development and engineering. Located at the edge of the Texas Hill Country in Austin, surrounded by high-technology, we are the innovative leaders in new media holography. If you would like to be part of a collaborative, multi-disciplinary high growth company taking hologram technology to the next level, consider a career with us!

Army Account Manager – Business Development

Full-time Position

The successful candidate must be capable of promoting the corporation's image, vision, and products to executive management within the Army and partner industries with evangelical zeal. The successful candidate will work closely with Manufacturing and Product Development to achieve corporate bookings and revenue goals. As the customer advocate, the successful candidate will develop close working relationships with his/her assigned Army customers to achieve the highest levels of satisfaction for product deliveries and program execution. This position is responsible for developing and managing key Army customer accounts within the military community to include opportunity identification, business capture, management of the customer relationship, contract execution to budget and schedule, expansion of ongoing contracts, organic program growth, creation and capture of program spiral upgrades, identification and resolution of customer issues, and partnering with others in the organization to develop capture strategies for new business.

Essential Job Functions

- Identify, develop, and capture additional bookings and revenue growth within assigned programs
- Diversify user base across new Army Directorates, Operations, PEOs and activities
- Manage Army relationships to continuously sustain high levels of satisfaction
- Manage Army programs to schedule, budget and profitability through a close partnership with Product Line Managers, Manufacturing, Product Development and Finance
- Sustain and grow Congressional support for budgets and programs
- Work with customers to establish budgets for scheduled and unscheduled contract growth
- Identify, qualify, and capture new opportunities that are of strategic and financial importance to the company
- Develop Army marketing strategies and long range business plans
- Manage and provide updates to upper level management concerning sales, orders, contract revenue, program variances, expenses, and opportunity status
- Work with CONUS and OCONUS operational units to establish imagery requirements, document task orders, and secure Army Headquarters approvals for orders
- Become Zebra Imaging's customer "evangelist" by developing strong professional relations with key field customer personnel to further spread product and technology awareness and gain user adoption

Knowledge, Skills, and Abilities

- Demonstrated personal success in the identification, pursuit and capture of new programs for the Federal

Government

- Working knowledge of the Army organization and practices
- Knowledge and proven experience successfully managing DoD programs , particularly with the U.S. Army
- Knowledge of the DoD acquisition process including requirements definition, budgeting, contracting, FARs and DARs, product delivery, and contract closure
- Demonstrated creativity and knowledge of how to prosper in emerging markets
- Excellent interpersonal, presentation and persuasion skills
- Ability to work equally well as a manager or member of pursuit team
- Ability to communicate in a thorough, clear and timely manner to the most senior customer levels
- Self-starter with ability to work independently
- Solid verbal and written communication skills

Requirements

- 10 years experience, or equivalent, as Account Manager for multiple, simultaneous DoD programs
- Past contract or operational experience with the Army
- Strong knowledge of imaging/GIS
- Field experience in tactical OCONUS military operation highly desirable
- Technical degree in EE, Optics, Physics, or Mechanical engineering or equivalent experience
- Must be willing to travel up to 50% of time
- This position requires the ability to obtain and maintain a U.S. Government security clearance

Key Words: Army Intelligence, Army Operations, Account Manager, Account Management, Marketing, Program Management, Program Manager, DoD, Department of Defense, Marketing, Customer Relationship, Business Development, Intelligence Community, Contract Execution, Security Clearance

Zebra Imaging offers highly competitive base salaries, stock options and a full complement of benefits upon date of hire. Traditional benefits: medical dental, vision and life insurance, short-term and long-term disability insurance, 401(k) plan, educational expense reimbursement, three weeks vacation and 12 paid holidays annually. Non-traditional benefit: An opportunity to contribute to this leading edge technology in a fun, energetic environment.

Check us out at: www.zebraimaging.com

Candidate must have the permanent and legal right to work in the United States for any employer.

Send resume to: Recruiting@ZebraImaging.com with AAM in subject field.