

**POSITION TITLE:** Director, Federal Civilian

**REPORTING**

**RELATIONSHIP:** Vice President, T-Mobile for Government – Dave Bezzant

**LOCATION:** Washington D.C.

The Director, Federal Civilian will oversee teams of Senior Managers, Government Sales who will have teams of Government Account Managers (GAMs), and Senior Government Account Managers. As a Director, the focus will be to develop and maintain Federal Civilian contracts. A Director would have responsibility over 60,000+ activations annually, with an estimated annual revenue \$15M+.

The Director is responsible for recruiting, hiring, training, evaluating, and supervising the Senior Managers and maintaining appropriate staffing levels to achieve balance between gross activation, CPGA & sales productivity goals.

**T-MOBILE: MOBILITY LEADER**

Ranked #1 in the US in business wireless customer satisfaction, T-Mobile is growing rapidly in the enterprise segment. T-Mobile is leveraging this market position to launch the most cutting-edge solutions in the fixed-mobile convergence category. These solutions will change communications significantly as they will allow our customers to eliminate their voice landlines completely in favor of a single converged device.

**RESPONSIBILITIES:**

- Inspire and lead a team of approximately 30 sales professionals selling wireless data, voice services, and 3rd party solutions.
- Strong ability to network and build a strong sustainable outreach program for sales conversion.
- Build and maintain strategic relationships with high-level buying influences and government officials.
- Creative sales mindset to develop tactical programs and offerings to attract new business.
- Strategic mindset to build working relationships across diverse channels of distribution.
- Ability to encourage professional development through coaching and feedback while tracking and documenting progress.

**QUALIFICATIONS:**

- Minimum 5-10 years of experience with demonstrated leadership in a high performing sales team.
- Minimum 10 years of Governmental/B2B selling experience in high performing teams.
- Strategic thinker with excellent judgment and business sense.
- Proven experience in outside business-to-business sales within a commissioned quota-driven environment.
- Carry a proven track record of high yield business sales success.
- Experience building winning teams and implementing innovative sales strategies.
- Problem solving skills – ability to develop solutions to meet customer needs.
- Demonstrated cross-functional collaboration skills.

- Ability to multi-task and prioritize projects.
- Excellent communication and presentation skills.
- Strong work ethic and commitment to excellence.
- Travel 50%.
- Must have a valid Driver's license and satisfactory driving.

#### **PERSONAL**

**CHARACTERISTICS:** The successful candidate will possess the following attributes:

- Thrives in a high pressure, fast-paced environment.
- Strong leadership skills and the ability to build work across an organization that is experiencing rapid growth.
- Creates a vision for a team and coaches them to excellence, delivering quality, consistency, timeliness, innovation and strategic perspective.
- Excellent communication skills, both interpersonally and systemically, clearly articulating the direction and vision of organization.
- Strength in relationship building across business and organizational boundaries. Ability to build support at all levels.
- Impeccable personal integrity and business ethics, inspired by high performance standards.
- Results oriented and ability to do what is necessary to improve performance; balances the resources necessary to produce desired outcomes; tracks and monitors performance.
- High level of intelligence with a keen analytical mind and clear intellectual curiosity.
- Results driven, ensuring short-term goals are achieved that support long-term initiatives with an appropriate sense of urgency.

#### **COMPENSATION:**

The selected candidate will receive an attractive compensation package, which will be commensurate with experience and include a base salary, annual target cash bonuses, and long-term incentives.

#### **For more information, please contact:**

**Pailin Huang** | Executive Recruiting

**Mobile:** 425-985-5702 | **Email:** Pailin.Huang3@T-Mobile.com

*We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status. We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job application or interview process, to perform essential job functions, and to receive other benefits and privileges of employment.*