



Federal Account Manager (Talent Acquisition Consultant)

Key Objectives: The fundamental role of the Federal Account Manager is to build awareness of Amplify Federal within their assigned industry vertical(s) (DoD, Fed Civ, Intel) and to own the process of ensuring that the company is partnered with the very best and brightest in Federal IT.

Measurable Outcomes:

In a given month, an Account Manager should be spending their time across the following 4 Measurable Outcomes:

- **New Client Identification:** List building across startups, small businesses, and large businesses to find our ideal clients.
- **Client Outreach/Meetings:** Presenting our capabilities to 10 potential clients per week
- **Interview Process Management:** A minimum of 2 client interviews scheduled per week, per role.
- **Candidate Marketing:** Selectively marketing passive candidates to current and potential customers.
- **Unicorn Nurturing:** Develop and nurture a list of “unicorns” within your industry vertical. These are decision makers that may/may not be considering our services at this time, or who might be engaged with other firms, BUT who you know would be ideal clients for the firm. You should have at least one touch point per quarter with them.

- **Self-Improvement:** Once per quarter, pick an avenue for self-improvement (book, podcast, seminar, training) and be prepared to discuss what you learned with the team.

Ideal Candidate Traits:

<p style="text-align: center;">Skills:</p> <ul style="list-style-type: none"> ● Interested in and up to date on IT industry news. ● Top-tier communicator (phone & email) ● Skilled at building lasting relationships, rather than transactional interactions. 	<p style="text-align: center;">Behaviors:</p> <ul style="list-style-type: none"> ● Energetic ● Process-driven: understands the value of metrics and is meticulous about hitting them. ● Consistent and reliable. ● Constantly looking for growth opportunities.
<p style="text-align: center;">Talents:</p> <ul style="list-style-type: none"> ● Relationship builder: gains trust easily, build rapport quickly. ● Natural storyteller: can convey the best aspects of a job in an exciting and compelling way 	<p style="text-align: center;">Culture Drivers:</p> <ul style="list-style-type: none"> ● Driven to succeed personally, financially, and in terms of professional acuity- wants to be better than they are today. ● Curious ● Team player

- **Past work history and experience.**
 - 2-5 years of experience in a results-oriented environment, preferably recruiting.
 - Able to quantitatively show a history of quota achievement.
 - Comfortable with basic IT terminology, concepts, and trends.
 - Knowledge of Federal sales cycle, procurement trends, and typical teaming structures.