



**Centrifuge Systems, Inc.
Federal Account Executive**

Centrifuge Systems, Inc., a venture-backed software company in McLean, VA, seeks a Federal Account Executive

Centrifuge Systems is a leading provider of next generation business intelligence software that helps organizations discover insights, patterns and relationships hidden in their data. The unique Centrifuge approach allows users to ask open-ended questions of their data by interacting with visual representations of the data directly.

Centrifuge is used in some of the most demanding applications in the world, including counter-terrorism and homeland defense, to help analysts move from data to discovery.

Position Overview:

The Federal Account Executive position will report directly to the Vice President of Sales. This person will be responsible for demand creation, strategic and tactical execution of a defined sales plan, and quota achievement within a given Federal territory. The ideal candidate will be a seasoned sales professional with significant software experience, a Top Secret clearance, a track record of high quota achievement, a history of success selling to accounts within the Intelligence Community (IC), and a willingness to work for an innovative and agile company in a fast-paced startup environment.

Job responsibilities include but are not limited to:

- Develop account plans to achieve quota assignment within given territory
- Present and articulate Centrifuge value proposition
- Convey Centrifuge differentiators to all levels of an organization
- Work with prospects to prepare mutually acceptable adoption plans
- Create demand for Centrifuge software within assigned territory
- Prepare accurate and consistent sales forecasts for management.

Qualifications:

- Five (5) or more years selling experience with enterprise software products.
- Track record of consistent achievement in selling to Intelligence Agencies.
- Experience managing complex enterprise-wide acquisitions

Additional requirements:

- US Citizenship
- BS/BA degree in Marketing/Business or equivalent.
- Top Secret Clearance

This will be an exciting opportunity to work with an exceptional team in a fast paced, growth oriented environment. This candidate will be a key member of the sales team. Centrifuge Systems will offer the right candidate a highly competitive compensation package, including a significant equity component as well as excellent benefits.

Please send qualified resumes to careers@centrifugesystems.com
[and reference 'Federal Account Executive' in the subject line](#)

Centrifuge is an Equal Opportunity Employer