Foxguard Solutions

Foxguard Solutions is a world-class, cutting edge cybersecurity company helping to protect our Nation's critical infrastructure. If you have a passion for building long term relationships, then you may want to consider our Technical Account Manager position. This strategic position is critical to growing, expanding, and helping cultivate and service our customer base and build new relationships.

Core Responsibilities of this Position will include *(but are not limited to):*

- Responsible for the sustained & new business opportunity within our largest accounts
- Manages and ensures all projects are completed on time and within budget for assigned account
- Supports the sales and marketing effort by providing expertise on an as needed basis for prospective customer sales calls
- Provides expertise to customers regarding current and future products and technology for our largest Accounts
- Act as liaison between assigned account contacts and internal departments including engineering, operations, service and quality
- Aids in the negotiation of contracts, contractual changes and coordinating preparations of proposals, plans, specifications, and financial conditions of contracts
- Participates in key business situations related to account

Minimum and Preferred Requirements and Technical Experience:

- Significant Account Management experience, including a strong customer service background and demonstrated ability to cross sell and perform active and ongoing needs assessments
- Demonstrated familiarity with standard concepts, practices, and procedures within the information technology, computer hardware and computer manufacturing field
- Industry certifications such as MCSE,MCSA,MCP,CCNP, CCNA, A+, or Network+ combined with thorough hands on experience and technical experience
- Ability and willingness to travel when necessary to customer location to develop and maintain relationships

Education Requirements:

- B.S. or B.A. Degree from a four-year college or university or equivalent experience with preference given in a technical discipline

About FoxGuard Solutions, Inc.

FoxGuard Solutions provides cybersecurity and regulatory compliance services and solutions to critical infrastructure entities and control system vendors. FoxGuard Solutions draws on over twenty years of experience in the design, manufacture, and lifecycle management of HMIs and SCADA devices used in industrial control system (ICS) environments. With more than eight years of experience designing and delivering validated patch management and security program solutions to the energy sector, FoxGuard Solutions helps asset owners mitigate cybersecurity risks and address related regulatory compliance requirements.

FoxGuard Solutions is an AA/EOE. Reasonable accommodations made upon request. For more information about our company, please visit our website at http://www.foxguardsolutions.com.

FoxGuard Solutions is a subsidiary of CCS-Inc. All qualified applicants should submit resume and cover letter at http://www.foxguardsolutions.com/careers