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JOB DESCRIPTION - MILITARY CONSULTANT

- Maintain current knowledge regarding the status of weapon systems, programs, and projects within your area of expertise and responsibility.
- Understand our partner manufacturer's product lines and provide them with information relevant to additional opportunities and aftermarket sales strategies. "Connect the dots"
- Develop strategies for providing requirement solutions to the military. Utilizing your military network proactively identify future requirements to allow our manufacturing partners sufficient lead time to fill them before formal government solicitation.
- Monitor all resources and keep key stakeholders apprised of platform modification schedules and transition plans to include factors that might impact future demand.
- As appropriate and required, assist our partner manufacturers in gaining access to key military decision-makers regarding their product development and sales initiatives.
- As required, assist in the development of and critical review of "White Papers" and other partner briefing materials to ensure suitability for the military audience.
- Provide feedback from conferences and symposiums internally within the organization and to relevant partner manufacturers.
- Perform daily and weekly keyword searches of Sam.gov and OTAs for opportunities within your area of responsibility and forward those findings to designated personnel.
- Maintain strong and consistent levels of communication with Directors of Client Services and the Vice President of Military Consulting Services regarding interactions and project assignments with cognizant partner manufacturers.
- Complete assignments as directed by the Vice President of Weapon Systems Sustainment, and Directors of Client Services. Provide proactive and timely progress updates until assignment completion.
- As required, reinforce to partner manufacturers and the military that Military Consultants are not salespeople and do not act in that capacity.
- A key measurement for consultant effectiveness is our **partner's satisfaction** determined by fostering positive relationships and providing excellent customer service. Set clear expectations and then deliver on those expectations.