

## Sales Director, Federal

Omelas is hiring a high-energy, self-motivated, and mission-driven Sales Director to help with its late stage sales process in the federal market to start immediately in the greater Washington, DC metro area.

The ideal candidate has 9+ years of experience selling into the US government space with a specialization in national security. S/he needs to have a thorough understanding of FAR, GSA, and OTA vehicles and experience working with contracting officers. S/he will be responsible for strategizing the content of proposals, ensuring communications with all stakeholders, and ensuring that proposals are of the highest quality. In addition, the Sales Director will work with the Business Development team to find new product market fits, potential clients and contract opportunities, and continually refine the packaging of Omelas' core technology and subject matter expertise. S/he will also collaborate with the Tech teams to ensure product development furthers sales goals. The position will report directly to the CEO.

Founded in 2017, Omelas is on a high-growth trajectory in the rapidly shifting domain of information warfare. The ideal candidate is adaptable and a quick learner. S/he is also comfortable working with startups in a close-knit team and understands the basics of a venture capital-backed tech company. Omelas already has contracts with multiple services within the Department of Defense, USAID, State Department, and other defense contractors as well as multiple contracting mechanisms; the ideal candidate is a force multiplier in using these past performances in generating impact and revenue.

### Requirements:

- Mission-driven, takes the initiative to accomplish tasks and achieve quantifiable metrics
- 5+ year experience selling into the US government federal market
- Thorough understanding of federal market contracting and accompanying processes
- Enjoys working with customers on understanding and solving their needs
- Passionate about information warfare and/or data analytics
- Enjoys working on a close-knit team at a high-growth tech startup
- U.S. Citizen located in the greater Washington DC area
- Security clearance (TS or above) a significant addition

About Us: Omelas exposes authoritarian influence online. We analyze the online presence of the most influential newspapers, TV channels, government officials, and militant groups across over a dozen social networks and thousands of RSS feeds and websites. We combine our subject matter expertise with advanced analytics, allowing our clients to understand what narratives are winning and why it matters. Our work has been covered in Financial Times, NBC News, Bloomberg, Reuters, ABC News, and in foreign publications in a dozen languages.



Salary: \$165k - \$185k base salary with high commission, generous stock options and full-package benefits, including dental, vision, 401K, and unlimited sick and vacation days.

To Apply: Please submit a one-page resume to [founders@omelas.io](mailto:founders@omelas.io) with the subject line: Senior Sales Director\_Last name, First name