**POSITION SUMMARY:**

Business Development Rep is responsible for developing an externally focused business development department centered on the customers for both international and domestic opportunities. The ideal candidate should possess objective reasoning and successful proven methodology for determining which emerging new business opportunities to pursue and the ability to “weed-out” false leads to maximize order success. Key requirement is to identify and prioritize emerging business development opportunities. An essential skill is the ability to collaborate with others, especially Domestic & International Business Development and US DoD Business Development. The ideal candidate must have demonstrated experience with strategic partnering, competitive proposals, a proven track record of domestic and international captures and excellent interpersonal skills.

**DUTIES AND RESPONSIBILITIES:**

* Identify, develop, and track opportunities for Federal Government contacts
* Build, develop, and manage trusted relationships with key agency makers and executives, promote MILSPRAY®’s advantage and position the company to pursue and win opportunities as they go to market
* Create and deliver effective client presentations and proposals that address the specific needs of a client
* Develop and execute business development plans and coordinate BD efforts to achieve sales and revenue targets
* Develop marketing strategy and assist with planning and executing sales initiatives; actively participate in marketing events for lead generation
* Collaborate with Executive Leadership Team in executing the company’s sales process to achieve growth objectives
* Requires 50%-75% travel
* Other duties as assigned in a professional manner

**QUALIFICATIONS:**

* Successful track record of developing leads, proposal development, and winning contracts with the DoD and other federal agencies
* Familiarity with federal acquisition vehicles such as FedBizOps and GovWin
* Working knowledge of SBA and FAR rules and regulations
* A clear record of quota achievement and metrics-driven approach to prospecting and managing pipeline through to a successful close
* Proficiency in tracking potential opportunities and forecasting accurately on a monthly/quarterly/annual basis
* Excellent proposal writing and verbal skills with an attention to organization, detail, and quality presentation
* Organizational skills and discipline in using sales productivity tools
* Strong desire to work with a company to expand a Federal Government business
* U.S. Citizen or approved registered alien
* Ability to pass drug screening and Federal Government criminal background check with no felony records
* Possess current, valid driver’s license (not under suspensionor limitation)
* Bachelor’s Degree (business related degree, or other equivalent industry work experience preferred)
* Sales training programs/certifications
* Military background preferred but not required

**BENEFITS:**

* Competitive Pay Rate
* Unlimited Commission Potential
* Fully Paid Medical/Dental/Vision Insurance
* Generous PTO