
Position: Business Development Associate

Location/Department: Dulles, VA / Systems

Qualifications or Skill Required: The ideal candidate will have a minimum of 1+ years experience in a sales environment. Previous cold-calling experience a plus. Experience in defense industry a plus. Knowledge of IT hardware a plus.

Responsibilities:

- Assimilate prospecting call sheets from various lead sources including Input, Contact Management Database, etc.
- Develop method for keeping track of day-to-day prospecting calls – IE noting how many times a prospect has been called, specific f/u dates, etc. (The purpose of this is to avoid tedious data entry in Navision for unqualified prospects)
- Track and record data obtained from prospecting calls in contact management database
- Assist with account maintenance items
- Seek guidance and insight from peers
- Ask questions to understand customer needs and position TAG products to meet those needs
- Maintaining up-to-date knowledge and understanding of TAG product offerings
- Staffing the TAG booth at industry trade shows
- Program Reporting Develop intuitive briefs of programs from sources such as Carroll's, Appropriations bills, etc.
- Work with BDM to develop strategic plans to manage large accounts, based on research gleaned from above sources

Working at TAG

Since 1984, Technology Advancement Group, Inc. has been an innovator in driving the IT industry to develop new products and is a leader in advanced hardware solutions for the rugged tactical IT arena. Our objective is to achieve the highest possible levels of service, delivery, and customer satisfaction consistent with our clients' requirements. As a privately held company and not a subsidiary or division of any other organization, TAG is able to proactively meet our clients' needs while simultaneously building our employees' careers.

Culture

Our positions offer a unique opportunity to join a growing, dynamic company that is partnering with government to help ensure national security. We encourage innovation, creative thinking, and team player attitude. Come work in a professional environment that promotes corporate and personal growth yet fosters balance. Through your skills, creativity, and commitment to excellence, you can contribute to our country's national defense and have a great time doing it!

Benefits

- Competitive pay
- Group health and dental coverage with prescription drug benefit
- Employee life and Accidental Death & Dismemberment (AD&D) coverage
- Annual vacation
- Sick leave
- Paid holidays
- 401(k) savings plan
- Direct deposit
- Credit union membership

TAG maintains a strong commitment to safety and requires that all new employees pass a drug test upon employment. Random drug screens may be a condition of continued employment.

Equal Opportunity Employer

TAG is an equal opportunity employer and, as such, affirms in policy and practice to recruit, hire, train, and promote in all job classifications without regard to race, color, religion, sex, age national origin, citizenship status, marital status, sexual orientation, or gender identity. Furthermore, TAG will not discriminate against persons who are veterans of the Vietnam era. Similarly, considering the need for reasonable accommodation to their limitation, TAG will not discriminate against persons because of their handicap, including disabled veterans. EOE M/F/D/V

www.tag.com