
Position: Business Development Manager_Systems

Location/Department: Systems

Qualifications or Skill Required:

- Excellent written and verbal communication skills
- Experience selling to DOD a plus
- Experience executing business development and sales strategies
- Excellent interpersonal skills

Responsibilities: Business Development Manager will provide marketing and business development support through the identification, sourcing, and evaluation of prospective system opportunities in the DOD and Federal sectors. Responsibilities include but are not limited to directly selling TAG rugged servers, workstations, RAID products and services to group targets for DOD and other Federal agencies; developing strategic relationships; assisting with potential customer needs assessments; scoping prospective engagements, and facilitating proposal development. This is a highly visible position requiring significant interaction with intra-company leadership and Government personnel in management positions. The ideal candidate must have current and proven contacts within the DOD or Federal structure, and possess a balance of analytical problem solving skills and strong interpersonal and relationship development expertise coupled with strong teamwork and leadership skills. The candidate must be able to work under pressure, be a self starter, display energy and drive, and possess a high level of business development capabilities as well as excellent verbal and written communication skills.

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