



Business Development Manager

As Business Development Manager you will support the continued growth of our Audio Visual – Network Technology group headquartered out of Virginia Beach, VA. Experience in the Federal Government sector and AV / Communications related industry preferred but not essential. This position may be remote to iSoft's headquarters office. The position's primary role will be focused on growing business and cultivating partnerships within the Capital Region, but will consist of an expansive territory with opportunities throughout the region and continental U.S.

Responsibilities:

- Prospecting for Federal/D.O.D. client accounts (including cold calls, telemarketing, personal business networking, etc)
- Developing new business opportunities on a regional and national level
- Developing and cultivating new business partnerships
- Selling a wide range of Audio Visual and Videoconferencing solutions as well as Voice & Data / Network Systems
- Maneuvering current and new contracting vehicles to best capitalize on the capture of contracts
- Pursuing new large contract vehicles (BPAs, IDIQs, MACs, etc.) as Prime and Partner company.
- Preparing & presenting proposals
- Maintaining customer contact records & call reports
- Meeting or exceeding revenue & profit goals

Qualifications:

- High School Diploma or equivalent
- Well groomed & professional appearance
- Excellent verbal & written skills
- Good interpersonal & time management skills
- Must be detail oriented, have multitasking abilities & handle tight, high stress deadlines
- Ability to learn new technologies quickly
- Proficient with Word & Excel
- Individual achiever & team player
- Self motivated
- Experience and/or knowledge of Voice & Data or Audio Visual solutions preferred
- Outside sales experience preferred