



Position Title	Inside Business Development Rep
Department/Contract & Location	Corporate HQ, Arlington VA
FLSA Status	Exempt / Salaried
Supervisory Position	No
Full-Time or Part-Time	Full-Time

Company:

Flywheel Data is a growing company that provides elite IT Solution Design, Services, and Product Resale for the Cloud, Data Center, and Edge. Our goal is to arm our clients with the right tools, products, and technologies to accelerate mission success.

Position Summary:

Flywheel Data is seeking a highly energetic, organized, and driven Inside Business Development Representative that will be responsible for generating profitable business on existing Government Wide Acquisition Vehicles (GWACs) and with other established buying relationships/vehicles.

The candidate will be responsible for answering inbound RFQs and also searching and identifying business opportunities available on contract. The candidate should identify, cultivate, build and maintain relationships with various OEM Partners (existing and new) - with the end goal to establish a trusted relationship. Lastly, the candidate will need to take ownership and have a full understanding of various GWACs.

Qualifications:

US Citizen

High School diploma or equivalent in work experience; Associates/Bachelors Degree preferred.

Minimum of three (3) to five (5) years of previous inside or sales experience in the federal space; prior experience with NASA SEWP and other GWAC vehicles preferred

Proven ability to meet or exceed sales goals.



Demonstrated ability to multitask, prioritize, and manage time effectively. Highly proficient computer skills including cloud applications such as Google Docs

Excellent telephone sales personality skills. Ability to engage prospects and clients via the telephone.

Physical Requirements:

This job operates in a professional office environment and/or remotely. The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

- Flexibility related to work hours as project demands arise.
- Occasionally required to move 5 – 40 pounds.
- Must be able to remain in a stationary computer position for extended periods of time.

Travel Requirements:

None.

Disclaimer:

This job description indicates in general the nature and levels of work, knowledge, skills, abilities and other essential functions (as covered under the Americans with Disabilities Act) expected of an incumbent. It is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities required of an incumbent. An incumbent may be asked to perform other duties as required.