



Sr. IT Security Sales & Business Development Executive
Washington, DC

Company

Headquartered in Shingle Springs, California, 32 miles east of Sacramento, **Government Technology Solutions** is technical reseller of Information Technology security tools to public sector agencies and represents premier technology companies manufacturing products such as Firewall, Anti-Virus, Anti-Spam, VPN, NAC, UTM, Identity Management and related Information Assurance technologies. The company also maintains offices in the Austin, Texas area. **Government Technology Solutions** prides itself on a corporate culture that is informal, customer centric and focused on performance. Since it's founding in 1997 the company has enjoyed many success's in introducing new technologies and companies into the public sector market.

Job Requirement

Government Technology Solutions is seeking an experienced IT sector sales professional to join our team and accept the challenge of building our business in your region. This is an excellent opportunity for a sophisticated and disciplined sales professional.

Requirements

- Undergraduate degree in CIS, Business, or related. Or equivalent business experience
- Consistent and verifiable experience exceeding \$2 - \$4 Million Quota
- Consistent earnings of \$150K - \$400k a must - Stability at previous firms will be evaluated
- Successful track record selling technology to public sector accounts. Existing high-level relationships with numerous clients preferred.
- Employ solution selling techniques to identify business needs, develop solutions, and measuring performance to solve client business problems
- Highly Proficient English language communications skills written and verbal.
- **U.S. Citizenship is Required**
- Superior presentation and communication skills. Extensive experience preparing presentations, proposals and responding to RFP's/RFI's/RFQ's
- Strong knowledge of Lead and opportunity management and practice building.
- Experience and willingness to cold-call
- Knowledge of Federal GSA and procurement programs is required.
- Must be sufficiently well versed in Information Technology and IT security concepts in order engage customers in complex solution based discussions.
- Work from home in a well organized home office. Must have a broadband Internet connection in place.
- Extensive and frequent local travel with periodic regional travel required.
- Must be able to pass an extensive background check and pre-employment drug screening.
- Armed Forces or government experience a plus, but not required.
- Current Secret or higher security clearance is highly desirable, but not required.
- ONLY candidates currently residing in the greater DC area can be considered.

Compensation

- ~~Competitive~~ Base Salary DOE and commission

Application Process:

Email your resume to: Robert Deitz - rdeitz@gvtechsolutions.com