



MARSHALL ★ COMMUNICATIONS

“We do more than satellite communications...”

**Consider yourself an out-of-the-box thinker who likes to wear many hats?
Seeking a small company environment with BIG company benefits?
Interested in a challenging and rewarding career?**

If so, your opportunity is knocking! ...

Headquartered in Ashburn, Virginia, Marshall Communications Corporation is proud to be a leader in secure broadband satellite and IP multimedia services. We specialize in delivering value-added, end-to-end integrated satellite based telecommunications systems. Our goal is to provide the highest quality products and services at the most competitive prices. Due to growth, we are seeking a highly motivated, self-initiative and experienced Business Development Specialist to join our talented team of professionals!

Business Development Specialist

In this role, we will rely on your out-of-the-box thinking and self-motivated personality to execute agreements and proposals. The following functions are key to the position:

- Creates new sales orders/resales
 - GSA quotes
 - Open Market quotes
- Maintains customer/prospect databases
- Establishes/maintains vendor relationships
- Creates vendor P.O.s for purchases
- Interfaces with other Company internal Departments
- Works with Accounting on proper invoicing
- Supports proposal responses
- Supports trade show/industry involvement
- Maintains customer relationships
- Creates new sales opportunities
- Follows through with sales leads/inquiries/quotes
- Customer follow-up via phone call, email, and possibly face-to-face meeting, etc.
- Keeps abreast of Company products/services; and vendor partner products/services
- Other Duties as assigned

Qualifications:

Candidates should possess the knowledge of/understanding of: Technical equipment/services (sitcom/telecommunications, preferred), working with the Federal Government, GSA/Government pricing, Excel spreadsheets, accounting practices, and proper phone etiquette

Ideal candidates will possess 5-7 years relative work experience or a Bachelor's degree plus 3 years of pertinent experience. Familiarity with the satellite communications industry is desirable. U.S. Citizenship required.

Compensation:

Salary commensurate with education and experience

Benefits:

We offer a competitive pay in addition to:

- Paid time off
- Medical, dental and vision benefits effective day one
- 401(k) with Company matching
- Future growth opportunities and movement within company
- Exciting, challenging and family-oriented work environment!

Our associates also enjoy an E.A.P. (Employee Assistance Program) through Optum Care 24—a free resource offering health information lines and additional work/life resources such as counseling, legal services, customized resources and referrals as well as practical information on hundreds of work/life topics at no cost.

To Apply:

Please visit our website, <http://www.marshallcomm.com/OnlineApplication/>.