

Government Business Development Representative- Richmond

M3 Government Services works with small business to help them with the State and Federal procurement process. Due to our growth we are looking for a few talented Business Development Professionals to join our organization here in the Richmond area.

REQUIRED SKILLS or (Minimum Qualifications)

- 5+ years in a Business Development role
- A strong understanding of how to sell to the Government
- Excellent communication skills
- Excellent follow through/follow up
- Background with an organization that held Government contracts (State and Federal)
- Ability to convey our message.
- Bachelor degree in Business Administration or a closely related field in an appropriate discipline

RESPONSIBILITIES

- Follow up on company provided leads
- Actively network within your assigned territory
- Create interest in the company and its offerings
- Establish and maintain relationships
- Maintain the ethics of the company throughout your dealings with prospects/clients
- Participate in company meetings and trainings
- Attend company run seminars (may require weekend or evenings)
- Submit weekly activity reports

Training will be provided and you will be supported by our staff. This position is a great opportunity for someone who can work in an entrepreneurial environment. At plan you should earn \$60,000.00 your first year. This position affords you the opportunity to earn residual pay which at plan would boost your second year earnings to \$ 100,000.00 plus.

For more information on M3 Government Services please visit our site: www.m3gs.us

M3 Government Services is an equal opportunity affirmative action employer. We encourage Minority/Female/Protected Veteran/Disabled applicants to apply.