

Account Representative/Inside Sales

Currently ranked #54 on the Solution Provider 500, the award winning ThunderCat Technology is a Service-Disabled Veteran-Owned Small Business (SDVOSB) that delivers technology products and services to government organizations, educational institutions, and commercial companies. Led by a combat-wounded CEO, ThunderCat is a systems integrator that brings an innovative approach to solving customer problems in and around the datacenter by providing strategies for Data Storage, Networking, Cyber Security, and Cloud Transformations. A proven leader, ThunderCat Technology provides and optimizes technologies from best of breed manufacturers. Clients include DOD, DHS, VA, Treasury, FBI, State of Virginia, State of NY, Sony, VISA, and CareFirst. www.thundercatttech.com

The Account Representative/Inside Sales provides inside sales support to senior management and Sales Managers. This includes responding to RFQs and RFPs as well as processing purchase orders. This involves following proper processes with a clear focus on serving our clients' needs and supporting their mission. Assist where needed on large proposal efforts and special programs. For this job, attention to detail is a must.

Primary Responsibilities:

- Operational support for management and all sales representatives including bidding/quoting, order processing and tracking.
- Meet bidding requirements on various contract vehicles, SEWP, CIO-CS, GSA, ITES-SW, etc
- Opportunity management including discovery, tracking and bidding/quoting
- Sales and lead generation including uncovering new federal opportunities and working with partners to identify business needs and help clients.
- Be an example for all in terms of ethics and compliance. Conduct yourself in a manner that is consistent with the Company's Code of Business Ethics and Conduct.
- Research and evaluate potential new partners and emerging technologies.
- Register new opportunities with partners when appropriate.
- Conduct all sales operations in a manner that is consistent with the Company's Code of Business Ethics and Conduct.
- Create quotes and respond to customer requests including obtaining pricing from partners.
- Purchase order processing as they are awarded including order tracking and logistics
- Develop and maintain various partner and channel relationships including OEM and distributors.
- Attend and support partner events.
- Respond to RFQs and RFPs that outside sales team is pursuing. Support outside sales in obtaining price quotes and work with them on pricing strategy.
- Post sales follow up including mitigating and managing any potential shipping/ordering issues.
- Generate a positive image of our company in the marketplace.
- Participate in a success-oriented, ethical, and accountable environment within the company.

Skills:

- Strong ethics and integrity
- Knowledge of FAR and other laws and regulations for government contractors
- Very strong Microsoft Excel skills
- Excellent communication skills both oral and written

Experience:

- 2 years of sales operations experience preferred.
- Bachelor degree or higher preferred.
- Microsoft Dynamics experience a plus



11190 Sunrise Valley Drive, Suite 200 | Reston, VA 20191
(703) 674-0216 www.thundercatttech.com

Salary and compensation commensurate with experience. Benefits include, health club membership, health insurance dental, vision, short and long-term disability, life insurance and 401(k).

ThunderCat does not discriminate in employment on the basis of race, color, religion, sex (including pregnancy and gender identity), national origin, political affiliation, sexual orientation, marital status, disability, genetic information, age, membership in an employee organization, retaliation, parental status, military service, or other non-merit factor." Equal Opportunity Employer: disability/veteran. The Affirmative Action plans are located in the HR office and may be reviewed by applicants and employees during normal working hours.