

About TVAR Solutions:

TVAR Solutions, the Technical Value Added Reseller, combines sales with consultants and the latest technologies for the design, implementation, and management of open systems computing and storage infrastructures. Our primary customers are the federal government and their systems integrators since 2006.

The job:

TVAR Solutions is seeking to hire inside sales professionals ranging in experience from entry level to highly experienced individuals. Whether you are considering a new path or advancing an existing career, TVAR Solutions is offering the opportunity to join our team and be a part of our industry-unique company culture. As an inside sales representative you will provide quotes and administrative support to a sales team covering federal government accounts.

As a member of our team we are dedicated to training you from the ground up for success. Our highly collaborative environment enables all who walk through our doors to grow and succeed in sales. As an Inside Sales Representative you will begin your journey at TVAR with an 8 month intensive training where we will educate you on everything from how the federal government purchases equipment and services to how to develop a lead.

Responsibilities:

- Deliver on all customer needs as a team alongside TVAR and our partners
- Support the generation of new business by preparing quotes/estimates and processing orders. You will gain an understanding of the lifecycle of the federal government and system integrator procurement process from end to end
- Identify, support and establish relationships with government agencies and procurement and supply chain personnel by leveraging our internal customer database consisting of contracts with the Federal Government and prime system integrators
- Assist marketing and sales campaigns with our partners
- Follow up with existing customers on a periodic basis for customer retention and potential up-sell/repeat business opportunities
- Develop accounts by checking customer's buying history via our internal customer database, suggesting related and new items, and explaining technical features
- Communicate expected delivery dates, and distribute proof of sales/delivery to customers
- Respond to requests for quotes and process purchase orders
- Maintain job related IT certifications and product knowledge
- Perform other related duties as assigned by management

Qualifications:

- Bachelor's Degree OR 4 Years Military Experience

Work Hours & Benefits:

- As you progress through TVAR Solutions, you will be eligible for increases in compensation, title, and responsibilities, which will keep your career moving in the right direction
- 2 Weeks PTO
- Medical, Dental, Vision, Short and Long Term Disability
- 401 (k) retirement savings plan with employer match