

Government Business Development Representative

If you are a sales professional with an entrepreneurial and growth-oriented mindset seeking to join an organization with a robust social mission, we invite you to review and apply for this exciting career opportunity.

Outlook Nebraska is a 501c3 not-for-profit agency that specializes in providing employment and advancement opportunities for individuals who are blind. We manufacture and sell janitorial paper products to the Federal Government, operating under the [U.S. AbilityOne Program](#).

We are searching for a Business Development Representative to lead sales growth in our Federal Government market.

The successful candidate must be a naturally curious and highly disciplined individual. They will be able to demonstrate a high degree of aptitude in the following areas:

- Sales planning
- Prospecting
- Build Trust & Rapport
- Negotiating
- Closing
- Leadership

What Is In It For You

- Competitive base salary
- Quarterly and annual bonus opportunities
- Uncapped commissions
- Company laptop and cell phone
- Medical, dental, vision, life insurance
- HSA or FSA
- Company sponsored 401(k)
- Allowance for professional development

Business Development Representative Responsibilities

- Collaborate with the sales team to develop business generation activities that produce customized targeted sales strategies for assigned territories.

Prospect for new business opportunities via warm calls, e-mail, and monitoring of active solicitations

- Develop mutually beneficial relationships with key partners in the janitorial manufacturing supply chain, including distributors and wholesalers
- Manage, monitor, and record sales activity and provide routine progress updates to the sales team and Director
- Be a subject matter expert of the AbilityOne program and educate stakeholders about trends impacting the industry and program
- Assess all business development related expenses to ensure an adequate return on investment exists

- Invest time in your professional growth and the growth of your fellow associates

Minimum Qualifications

- A Bachelor's Degree or equivalent experience in related field
- Demonstrated achievement in B2B sales
- Excellent verbal and written communication skills
- Proven ability to develop and implement an effective sales process
- Demonstrated understanding and application of effective selling techniques
- Knowledge of the manufacturing supply chain and / or government contracting is highly preferred (jansan or tissue/towel sales experience is a plus)