



RAJ TECHNOLOGIES INC
— A RESULTS ORIENTED COMPANY —

Business Development / Sales Associate – Plainview, New York

Company Overview

Raj Technologies Inc. (RTI), a certified New York State and New York City Minority Owned Business Enterprise (MBE), is a Professional IT Consulting and Services company that has a **36-year** track record of successfully delivering projects and services in the Federal, New York State, New York City, and local government markets. RTI was established in 1986 by CEO Raj Mehta. In 1999, we took ownership of our 14,000 square-foot corporate headquarters at 110 Terminal Drive located in Plainview, Long Island. We have been named “The Fastest Growing Company” on Long Island for two years in a row, included in Inc. 500, as “one of the 500 fastest growing privately held companies in America,” and our CEO, Mr. Raj Mehta, was a “2018 Long Island Business News Diversity in Business Honoree.” Mr. Raj Mehta was awarded the U.S. SBA’s New York District Office 2020 Small Business Person of the Year. As a public service, Raj produces and hosts a TV show called “Interviews That Matter,” where he interviews elected officials and policy makers. These shows may be found on YouTube: www.youtube.com/rajmehta33.

Please visit our website: www.rajtechny.com

Business Development Manager / Sales Associate Position

We are seeking a professional who will work in our Plainview office with excellent verbal and communication skills, who can aggressively drive sales. Prior government work is a definite plus. RTI will train as needed.

Responsibilities include:

New Business Development

- Meet potential clients by growing, maintaining, and leveraging your network
- Prepare government proposals
- Research and build relationships with new clients
- Plan approaches and pitches

Client Retention

- Present new products and services
- Work with technical staff and other internal colleagues to meet customer needs
- Arrange and participate in internal and external client debriefs

Business Development Planning

- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends
- Identify and develop the company's unique selling propositions and differentiators

Research

- Forecast sales targets
- Track and record activity on accounts and help to close deals to meet targets
- Research and develop a thorough understanding of the company's people and capabilities

Join the RTI Family
E-mail: hr@rajtechny.com