Job_ID 2701E: Inside Sales & Business Development Rep

DUALOS, LLC | Remote | Full-Time | $30,000–$60,000 Base + Commission

Connect. Build relationships. Create opportunities.

Do you enjoy connecting with people, building relationships, and turning conversations into business opportunities? We are looking for someone who is curious, motivated, and comfortable taking the initiative to develop new customer relationships.

At Dualos, you will work closely with company leadership, collaborate with experienced subject matter experts, and gain exposure to customers across aerospace, defense, aviation, telecommunications, and other technical industries. You do not need to be a technical equipment expert to make an impact here.

About Dualos

Dualos is a Native American woman-owned small business that helps customers source products, equipment, and solutions through relationships with manufacturers and industry partners. We value responsiveness, practical problem-solving, and long-term customer relationships.

Why you will love working here

- Your work matters. In a small business, your ideas, initiative, and customer relationships can make a visible difference.
- Access to leadership. Communicate directly with decision-makers, share ideas, and see how business decisions are made.
- Variety and learning. Wear different hats, learn how sales, sourcing, quoting, and supplier relationships fit together, and build transferable skills.
- Interesting customers and industries. Connect with organizations in aerospace, defense, avionics, telecommunications, and government markets.
- Teamwork with real expertise. Partner with experienced colleagues and subject matter experts who support technical conversations and customer solutions.
- Room to develop. Broaden your responsibilities and grow with the business as opportunities evolve; advancement is based on business needs and performance.
- Remote flexibility. Work remotely while staying connected to a collaborative, accessible team.

What you will do

- Build relationships with prospective and existing customers through thoughtful outreach by phone, email, and other channels.
- Research customer organizations, identify the right contacts, and uncover needs and potential opportunities.
- Start conversations, qualify interest, and arrange productive follow-up meetings with Dualos subject matter experts.
- Prepare and follow up on customer quotations and requests for quotes (RFQs), coordinating with colleagues and suppliers as needed.
- Keep customer records and opportunities organized; follow through on commitments and help move opportunities forward.
- Collaborate with leadership, sales colleagues, and technical specialists to improve outreach and customer experience.
- Take ownership of priorities and follow-up activities while asking questions, sharing insights, and contributing as part of the team.

What will help you succeed

- A natural ability to connect with people, listen well, and build trust.
- Confidence initiating professional conversations, including by phone, without relying on a scripted, high-pressure sales approach.
- Curiosity about customers, their missions, and how their organizations buy.
- Initiative, consistency, organization, and a collaborative mindset.
- Clear written communication and comfort using common office and customer-tracking tools.
- Experience in business development, customer service, account management, recruiting, sales, or another relationship-driven role is welcome.

Experience is a plus, not a prerequisite

Familiarity with government, military, defense contractors, aerospace, aviation, telecommunications, industrial distribution, or procurement can help you connect with our customer base. Military background is preferred, but not required. Knowledge of telecom or aviation test equipment is a bonus; our technical specialists can support product-specific conversations.

Compensation & growth

Base salary: $30,000–$60,000 annually, depending on experience and qualifications. Target total annual compensation (base plus performance-based commission): $50,000–$85,000 at target performance; variable earnings are not guaranteed.

- Build your earning potential by developing qualified customer relationships and contributing to new business opportunities.
- Learn from experienced industry specialists and work directly with company leadership across sales, sourcing, supplier coordination, and customer solutions.
- Grow your skills and responsibilities as Dualos expands, with opportunities shaped by performance and business needs.

How to apply

Please submit your resume and a brief introduction describing your experience building relationships, developing opportunities, or working with relevant customer groups to sales@dualos.com.

Dualos is an Equal Opportunity Employer. We welcome qualified candidates from all backgrounds, including veterans and transitioning military personnel.