



<https://infinite-tactics.com/www/index.php/job/air-force-space-force-business-development-manager/>

Air Force/Space Force Business Development Manager

About Us

InfiniteTactics was established in 2016 as a Certified Veteran-Owned Small Business with headquarters in Beavercreek, OH near Wright Patterson, AFB.

InfiniteTactics produces cutting-edge solutions for national defense and is the premier provider of enterprise and large-scale secure access solutions. The company is renowned for the Analytics Gateway platform and suite of products focused on enabling customers to leapfrog a generation of technology and deploy workflows for modeling, simulation, analytics and artificial intelligence within on demand that is easy to use, secure, and scalable.

The InfiniteTactics team are experts in developing, leveraging, optimizing, and deploying interactive data analytics tools, machine learning applications, and artificial intelligence workflows on large-scale computation systems including state-of-the-art DoD high performance computing systems, classified computational clusters, commercial clouds and hybrid configurations. InfiniteTactics's technology is a digital force multiplier and enables the DoD to conduct computational work thousands of times faster, securely, and efficiently. .

If you are passionate about national security and advancing defense capabilities through technology, join us in building the future of military computing and analytics.

Role Overview

The Business Development Manager for the Air Force and Space Force is a highly motivated and strategic sales professional who thrives in a full sales-cycle environment. This role requires expertise in prospecting, developing executive relationships, qualifying needs and conducting discovery meetings, developing tailored solutions, delivering compelling presentations, negotiating deals, closing sales, and ensuring successful fulfillment. They drive new business acquisition for InfiniteTactics directly and in conjunction with strategic channel partners within USAF and USSF, focusing on enterprise and large scale solutions.

You will work directly with military, defense agencies, government organizations, and partners to identify customer challenges, align our solutions with their needs, and drive measurable business outcomes.

Key Focus Areas:

- Software as a Service, Platform as a Service, Infrastructure as a Service, Cloud, Cyber Security
- Data, Analytics, Weapon Systems, AI, ML, Autonomy, Cyber Security, DevSecOps, Operations, Planning, Logistics, Supply chain, Analytics, modeling and simulation, digital engineering. Air Force & Space Force digital transformation initiatives
- High Performance Computing, Edge Computing, Sensors
- Enterprise solutions

Hiring organization

InfiniteTactics

Job Location

Dayton, Ohio
Remote work from: OH

Date posted

March 3, 2025

Valid through

16.03.2025

Required Experience

- 10+ years USAF/USSF technology sales, knowledge of budgeting and buying cycle processes. B2B or B2G sales experience (preferably in technology, defense, or enterprise SaaS).
- Strategic with proven track record of success, and reputation within the branches and experience enabling technology with the Air and Space Force
- Ability to articulate complex solutions to both technical and executive audiences.
- Proficiency in CRM tools (Salesforce, HubSpot, etc.) and data-driven sales strategies.
- Knowledge of federal procurement processes, DoD acquisition, and contracting is a plus.
- Proven \$10M+ annual bookings in USAF/USSF sales

Preferred Qualifications

- Active Secret Clearance. Top Secret and SCI clearance preferred
- USAF/USSF veteran status highly desired
- Understanding or familiarity with FedRAMP, DoD Impact Levels, and Authority to Operate (ATO) processes.
- Ability to navigate government sales cycles, RFPs, and contracting vehicles (e.g., GSA, SBIR, OTAs).
- Experience with DoD Networks and AWS GovCloud technology
- Exposure to DevOps, Modeling, Simulation, Analytics, CyberSec, Intelligence, A.I. or relevant technical fields within the DoD.

Why Join Us?

- **Cutting-Edge Technology** – Work with AI, HPC, and secure cloud solutions at the forefront of defense and enterprise innovation.
- **Mission Impact** – Directly contribute to national security and digital transformation in critical sectors.
- **Career Growth** – Join a high-growth company with opportunities for professional development and leadership.
- **Competitive Compensation** – Base salary + performance bonuses + benefits package.
- **Flexible Work Environment** – Hybrid/remote options available depending on role requirements.