



VETERAN ENTERPRISE TECHNOLOGY SERVICES, LLC
A Service Disabled Veteran Owned Small Business (SDVOSB)



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Business Developer

Fairfax, VA Full-time

Description

The successful candidate will be responsible for representing the capabilities of VETS. Will be accountable for new business results and will pursue new opportunities as available. Provide technical expertise and support to identify, qualify, capture, and generate winning proposals for opportunities. Lead and/or actively participate in pre-proposal capture activities, including competitor assessments, black hats, teaming discussions and negotiations, gate reviews, and win theme and discriminator development. Lead and/or actively participate in proposal activities, including facilitating color reviews and contributing to proposal content development – Proposal Manager, Book Boss and/or one of the writers. Develop intellectual capital in the form of white papers and briefing materials on topics relating to customer, competition, technology, methodologies and industry trends. Present corporate technical capabilities during marketing events, and both informal and formal customer presentations. Assist CEO and COO in the conduct of formal client assessments. Provide input for Pipeline Development, Customer Relationship Management (CRM) compliance, and Bid and Proposal (B&P) budget development and execution. Regularly interact with senior line, business development, proposal, contracts and technical management on matters concerning several functional areas and/or customers. Manage the identification, qualification, capture and proposal activities with responsibility for results in terms of revenue and profit growth. Assist in planning and executing staff development in the area of Business Development (BD). Travel expected 15-20%.

MINIMUM REQUIREMENTS:

- Bachelor's Degree and 10+ years of related experience.
- SECRET Security Clearance required with the ability to successfully obtain a TOP SECRET Security Clearance.
- Professional knowledge of the Common Business Development Process.
- Must have good analytical, strategic, and reasoning skills as well as the ability to create and communicate business models/innovative solutions.
- The ability to operate independently and communicate effectively, both internally and externally.
- The ability to negotiate or persuade others in complex situations.
- The ability to gain cooperation of others to generate winning proposals.

ADDITIONAL DESIRED EXPERIENCE AND SKILLS:

- Intermediate Microsoft Office expertise.
- Ability to observe and participate in identifying products/services that can benefit customer's needs.
- Knowledge of the company's marketing areas, customers, competitors, and potential partners.

