



VETERAN ENTERPRISE TECHNOLOGY SERVICES, LLC

A Service Disabled Veteran Owned Small Business (SDVOSB)



HOME

SERVICES

CONTRACT
VEHICLES

CAREERS

EMPLOYEE
SERVICES

CONTACT US

Proposal Writer

Fairfax, VA - Full-time

- Professional proposal writer who can creatively present complex solutions in written and oral proposal for federal government agencies. Will play a vital role in demonstrating how VETS can help solve complex issues for our key government customers by demonstrating that past is an indicator of future success.
- Analyze RFP requirements: identifies gaps and inconsistencies; craft questions seeking clarification from the government
- Collaborates with management team to develop past performance proposal strategy, solutions, and themes that support the win strategy
- Develops storyboard that present solution concepts and benefits and drive into the proposal key messages in support of the proposal win strategy.
- Describe clear, measurable benefits to highlights how our performance on similar contracts will produce results for our customer.
- Researches and collaborates with subject matter experts and program managers on the most effective way to present program accomplishments to present program accomplishments
- Exercises independent judgment in determining courses of action.
- Provides leadership and work guidance to less experienced personnel.

Qualifications

Basic Qualifications

- Bachelor's degree or equivalent combination of education and experience
- Bachelor's degree in business administration or related field preferred
- Twelve or more years of business development or sales experience
- Experience working with the technology industry
- Experience working with company products, services, competencies, solutions, and offerings
- Experience working with standard company sales methodology and supporting tools and applications
- Experience working with finance and accounting

Other Qualifications

- Strong interpersonal and presentation skills for interacting with team members and prospective clients up to the Board level
- Strong sales skills
- Strong communication skills
- Leadership skills to guide and mentor the work of less experienced personnel
- Ability to lead and work in a team environment
- Ability to create and maintain formal and informal networks
- Ability to work in a team environment
- Willingness to travel

