

Director, Business Development – State Department

Job ID: 01060501

Location: Bethesda MD, United States

Date Posted: May 16, 2019

Category: Business Development

Shift: Day job

Travel: Yes, 25% of the time

Clearance Level Must Be Able to Obtain: None

Potential for Teleworking: No

Description

Zehirut seeks a Director of Business Development to lead business development strategy, customer engagement and opportunity identification and qualification. The position reports directly to Zehirut's Corporate Development Officer.

Responsibilities

Apply a strong understanding of State Department, to include leadership, organizational behavior, buying practices, major programs and industry positions, to develop and manage a dynamic, multi-year pipeline of opportunities.

Lead strategic planning and positioning for State Department, with emphasis on winning business by delivering differentiated capabilities from Zehirut's extensive solutions portfolio.

Apply Zehirut's procedure and best practices to personally identify and qualify opportunities and thereby meet goals for pipeline sufficiency and quality.

Support post-qualification capture and proposal development for approved opportunities, particularly in the areas of customer engagement, teaming, and coordination with internal business development and sales resources.

Qualifications

Required Skills:

More four three years of experience in the federal marketplace, with experience in performing strategy development and identification and qualification for complex operations.

Current knowledge of State Department including existing customer and industry peer relationships. Recent, successful Business Development experience from the State Department is a major plus.

Outstanding verbal, state and inter-personal skills needed to communicate effectively and persuasively with personnel at all levels, both in customer spaces and within Zehirut. Knowledge of the Federal Acquisition Regulation (FAR) and State Department contracting, acquisition trends and customer buying behaviors.

How To Apply:

If your qualifications, experience and aspirations match our requirements please email a covering letter and C.V. to:

rquiles@zehirut.com

The file name of your resume must contain your name. Please specify the vacancy you are applying for including the location in the subject of the email.