

Director of Business Development - Summary

intelliSolutions, inc. is a woman-owned and employee-owned small business headquartered in San Diego, California providing SME, Engineering, and Program Management support to DoD commands including PEO C4I, NAVSEA, SPAWAR, and SSC Pacific for more than 10 years. intelliSolutions personnel have varied military backgrounds and advanced subject matter expertise in C4ISR.

We are seeking a Director of Business Development (BD) to grow, diversify, and take our business to the next level. The ideal candidate will have a military background or senior government civil service experience, significant experience and demonstrated success in growing a DoD related business, and the ability to translate current and past performance into opportunities for growth in new federal, state, local, and commercial markets. Reporting to the President and CEO, the candidate would be responsible for new business planning and forecasting, market and competitive research for opportunity development, customer and teaming relationship management, business case analysis, and all phases and aspects of bid and proposal activities.

Responsibilities

- Lead growth and development of new business opportunities within DoD, DHS, and new markets including commercial, federal, state, and local agencies and municipalities.
- Develop and execute long and short term strategic and tactical plans.
- Identify, pursue and capture key opportunities.
- Manage entire business development process including:
 - market research,
 - business case analysis,
 - pipeline development and tracking,
 - customer and teaming relationship management, and
 - proposal participation and management (technical writing, capabilities matrices, compliance checklists, price to win strategies, color team reviews.)

Required Qualifications

- Current ACTIVE secret clearance.
- 10+ years of work experience directly related to above Responsibilities, included demonstrated successful contract wins in new and existing markets.
- Ability to develop relationships and inspire confidence, trust, and respect from internal and external contacts.
- Strong existing relationships and network of contacts with DoD and commercial customers for potential teaming partners.
- Strong verbal and written communication skills for customer interaction and proposal efforts.
- Bachelor's degree in Business, Engineering, or related field.
- Detail-oriented and ethical leader, self-motivated, proactive and entrepreneurial team player.

Employment Benefits

intelliSolutions offers an outstanding variety of benefits including:

- Medical, Dental, and Vision Care

- 401(K) Retirement Plan with employer match
- Equity Participation Plan
- Flexible Spending Accounts
- Group Term Life, AD&D Insurance
- Short-Term and Long-Term Disability
- Employee Referral Program
- Personal/Holiday Leave

intelliSolutions is an Equal Opportunity Employer and complies with all relevant and applicable provisions of the Americans with Disabilities Act.