

Director – Federal Contracting Business Development – Metro DC

Job ID#: 20111221–VPBD

Details:

Location: Metro DC area 20002

Close Date: Until filled

Positions Open: 1

InSysCo, a GTSI Company, has an immediate need for a Business Development Director. The selected candidate will play a key role in business development of Federal IT services organic and strategic efforts.

InSysCo has been a leading provider of IT Services to Federal Clients for over 20 years, including Program and Project Management, Software Development and Maintenance, and Database Development and Maintenance. Our recent honors include Treasury Small Business Prime Contractor of the Year for 2010, and 2011 Honorable Mention as Great Places to Work in Washingtonian Magazine. We pride ourselves on our commitment to quality products, providing excellent customer service to our clients, and a work environment that stresses a balance with family. InSysCo offers a competitive benefit and paid time off programs.

The Business Development Director will identify, qualify and secure business opportunities by generating and maintaining mutually beneficial business relationships with potential InSysCo clients. The position requires collaborative work with the marketing/business development team and technical groups to coordinate business development activities including positioning

in advance of client requests for proposals (RFP) to maximize win potential; actively contributing to the proposal process; and meeting regularly with current and potential clients. This position provides an opportunity to further develop InSysCo's established range of services in software development and modernization, systems planning, readiness and modernization, program and project management, and other growing markets.

The chosen candidate will have an established network within the Federal IT services consulting marketplace.

Location may be virtual within Metro DC area. Selected candidate will travel to Headquarters offices in Herndon, VA, and Fredericksburg, VA and other local or national client sites as necessary.

Bachelor degree and at least 8+ years of government IT services consulting experience is required. An additional 4 years of related experience may substitute for education requirement.

Demonstrated record of federal client stewardship and business development accomplishments. Experience in business development activities associated with identification, qualification, full capture and bid activities, and the knowledge to transition new business opportunities into operations. Experience in business marketing/coordination and submission of responsive bids, a general understanding of contract terms and conditions, risk identification and mitigation and ensuring post-win customer satisfaction. The candidate should have experience successfully identifying and winning large scale programs within the Federal IT and related markets. The candidate must have extensive experience managing business development activities in support

of a bid requiring participation from multiple business units in a matrix environment.

Understanding of regional and national trends in the IT sector market. Experience with multiple federal agencies such as National Institute of Health, Veterans Administration, Health and Human Services, Department of Homeland Security, US Treasury, and/or others. Have a breadth and depth of contacts across multiple customer organizations and current business development contacts within multiple agencies. Possess knowledge of customer agencies and how they support their end users. Excellent verbal, interpersonal and written communication skills. Sound business ethics, including the protection of proprietary and confidential information. Ability to apply detailed knowledge of organizational procedures to make independent decisions and serve as a credible resource for a senior management team. Ability to work with all levels of internal staff, as well as outside clients and vendors. Excellent problem solving skills with ability to analyze situations, identify existing or potential problems and recommend solutions. Proficiency in MS Office Applications (Word, PowerPoint, Outlook, Excel). Experience with business development tools and resources such as INPUT, GovWin or similar preferred.

Selected candidate must have ability to obtain and maintain a security clearance.

Local candidates only.