

Director, Business Development/Sales

Trusted Mission Solutions is a fast-growing information technology and consulting services provider--chartered to deliver sound, secure solutions to enable client success. We were ranked by Inc. Magazine as one of the 100 fastest growing companies in the DC-VA-MD-WV region in 2007 and a Virginia Fast 50 company in 2009.

Education:

College degree preferred.

Experience/Knowledge:

- Has at least 5 years serving in a business development and/or program management capacity working with Federal government clients. Has experience working the full lifecycle of business development/sales, from identifying an opportunity to shaping it, overseeing the proposal process, to contract award. Has the ability to develop a pursuit strategy and identify and recruit teaming partners.
- Has a demonstrated track record of winning new business.
- Has existing client relationships in Federal government agencies, preferably Department of State, FBI and other law enforcement agencies, and Department of Health and Human Services.
- Has experience working with multiple contract vehicles, including Indefinite Delivery/Indefinite Quantity (ID/IQ) contract vehicles.
- Is familiar with information technology (IT) terminology and concepts with the ability to effectively present corporate capabilities and identify and pre-screen potential opportunities in IT and other areas and offer solution ideas to the client.
- Possesses excellent communications skills and customer interface skills.
- Demonstrates strong teamwork and collaboration skills.

Applicants selected may be subject to a background investigation to meet security requirements for a government contract.

Position Description:

Based at TMS corporate headquarters, the candidate will be responsible for developing and growing business with Federal government clients.

Location:

McLean, VA. Relocation assistance is not available.

Benefits:

Excellent benefits, including fully paid employee health/dental, life, and disability insurance, 3 weeks of leave, tuition reimbursement, 401K plan with employer match, flex benefit plans, and SmartBenefits. Please apply to hr@trustedmission.com, indicating Business Development in the subject line.