



Date: 17 December 2020

Job Description
Sr. Director Business Development Lead, APG/Army Program

1. **JOB TITLE:** Sr. Director Business Development, Army Programs
2. **SECURITY CLEARANCE:** U.S. Citizenship required/ Clearance or secret eligible
3. **PHYSICAL REQUIREMENTS:** Requires significant travel that may approach 50%. Able to be at APG 3-4 times per Month and live within reasonable driving distance.
4. **EDUCATION:** BS from a four-year university. Master's degree in business administration is desired but not required.
5. **PREVIOUS EXPERIENCE:** A minimum of fifteen years' experience in a Defense related business preferably in the communications field in positions of increasing responsibility. Previous employment desired within Army Programs with an advanced understanding of APG programs such as PEOC3T/ITN/T2C2 and PEOIES.
6. **JOB REQUIREMENTS SUMMARY:**
 - Candidate must have extensive experience with customers contacts and relationships with defense contractors/end-user customers/military and civilian personnel assisting and doing business with Army Team C4ISR organizations at Aberdeen Proving Ground (APG), Maryland. The Candidate will provide insight into the Army Future Programs with regards to military satellite communications for the ARMY current and future programs. Further, the candidate will provide guidance and BD Campaign/Customer contact plans for associated PEO personnel at Aberdeen Proving Ground (APG). The Sr. Director BD Lead will monitor planning, budgeting, requirements, and mission of the Army Team C4ISR organizations that function at Aberdeen Proving Ground (APG).
 - Advises the VP of Business Development of business opportunities, call for papers, symposiums, seminars and conference schedules, Broad Agency Announcements (BAA), Advanced Technology Demonstrations, market conditions, competitive data, and other relevant data for business planning with regards to PEOC3T/PEOIES/T2C2/ITN future operations.
 - Candidate will monitor and advice of all satcom related programs dealing with Army Futures Command in Austin Tx.
 - Identify, prosecute aggressively and capture business opportunities within Tampa Microwave's (TM) strategic sphere of interest.
 - Working with the VP of Business Development to facilitate, update, and refine the company's ARMY Strategic Plan.



- Develop a fact-based annual Bookings Forecast for the company for assigned customers derived from Prime Contractor production rates for ALL ARMY Programs within or around the associated PEO offices.
- Advise, refine, and develop a detailed proposal plan, that monitors key strategic wins within all Army Programs.
- Seek opportunities for work share, teaming and cooperative Research and Development that enhance Tampa Microwave's (TM) position to win new business and enhance our profitability.
- Search for and develop teaming relationships with companies in our marketplace that complement our competencies and give us strategic and tactical advantages over our competition.
- Exhibit the following personal characteristics: superior communication skills, sound judgement, effective listening techniques, and incisive deductive reasoning ability. Practice ethical business conduct and appropriate social behavior at all times while representing TM on or off of our premises.
- Plan/Organize/Develop and refine the following products for the BD Team with regards to Army Programs:
 - ARMY RFI, pre-solicitation notices, RFI, RFP, release notifications
 - Research and Development requirements and trends within PEOC3T/PEOIES/T2C2/ITN
 - Planned procurements for current and future years @ A PG PEO Offices
 - Support of contractor proposal strategies, including teaming and messaging
 - Force structure transition planning with regards to Army Satcom units
 - Annual budget (POM's forecast) familiarity
 - Congressional Plus-Up plans / ARMY Programs
 - Department of Army Pentagon interface
 - Representation at CECOM organizations: Army Team C4ISR, PEO, PM, PDM and Army Contracting Command, Aberdeen Proving Ground, (ACC-APG). Conference and trade show attendance and reporting.

7. SUPERVISION: Vice President, Business Development

9. TRAINING PERIOD: Minimal orientation consisting of Business Ethics, International Military Sales, Export Administration and Truth in Negotiations. Continued training in executive leadership, program management and finance / cost accounting aimed at preparing for division leadership.