



Business Development Director ****REMOTE****

 TRAX International / Las Vegas, NV

Classification: Exempt

Apply online: www.traxintl.com

Position Purpose

TRAX is seeking a qualified a detail-oriented and driven director of business development to increase company revenue by identifying profitable business opportunities and developing long-term business growth strategies. The responsibilities of the director of business development include recommending ways to improve operations planning, attending meetings with clients and advisors, and notifying partners of key business developments. You should also be able to assess business risks by analyzing financial, statistical, and economic data. Our ideal candidate will be self-motivated and trusted to dive right in, take the lead, use initiative, and be highly skilled at sales and business operations.

To be successful as a director of business development, you should be persuasive and have strong business acumen. Ultimately, an exceptional director of business development should be adept at negotiating sound business deals as well as demonstrate excellent communication, leadership, and problem-solving skills.

The position can be located anywhere within CONUS and may require up to 50% business travel as needed CONUS and, occasionally, OCONUS. The market areas may include test and evaluation, IT and engineering, logistics and outsourced services. The successful candidate will identify new business opportunities that fit the organization's strategy, develop and maintain prospective customer relationships, understand customer budgets, problems, issues, and constraints, and develop winning solutions.

The ideal candidate will have well established customer relationships that they can leverage, personal experience in assessing potential business opportunities that result in measurable revenue growth, will have the ability to qualify meaningful opportunities, and will directly support the Senior Vice President of Business Development and Chief Growth Officer to win new business.

Duties and Responsibilities:

- Building solid relationships with customers, vendors and distributors, as well as sales and marketing teams.

- Developing in-depth knowledge of company offerings to identify profitable business opportunities.
- Directing marketing efforts by presenting market research to marketing directors and suggesting strategies to expand market research.
- Assessing marketing and sales as well as supplier and vendor operations and recommending improvements as needed.
- Preparing all documentation required for requests for proposals (RFPs).
- Researching emerging trends and recommending new company offerings to satisfy customers' needs.
- Developing and managing strategic partnerships to grow business.
- Presenting business or marketing opportunities to company executives and management.
- Proactively identify new business opportunities.
- Provides comprehensive demand generation plans for short- and long-term profitable growth.
- Oversees and approves contracts for large-scale, global event marketing activities.
- Proposes solutions to colleagues regarding implementation and operation-related considerations.
- Develop, implement, and execute opportunity specific capture plans and strategies.
- Support overall strategic planning and linking pursuits/capture activities which support the business development metrics for awards, submits, and pipeline.
- Perform market research to qualify new business opportunities, including analysis of customer budgets, capabilities required, current customer preferences, competitive environment assessments, and incumbent strengths and weaknesses.
- Develop strategic business relationships.
- Develops and maintains client relationships. Identifies potential business partners and negotiates agreements. Works with other departments to ensure alignment of company goals, as set by senior management. Ensures business growth strategies are met.
- Coordinate meetings with customers, competitors, clients, and teammates to develop market insight on requirements, acquisition strategy, acquisition timing, and contract vehicle choices.
- Participate as required in the TRAX business development process, including pipeline reviews, opportunity gate reviews, planning sessions, and proposal reviews.
- Brief business development status to senior management when material changes occur and as required by the TRAX business development process.
- Ability and willingness to travel 50% per month or as needed.
- Identifies and develops new business opportunities.
- Builds relationships with customers, suppliers, distributors, partners, and vendors.
- Evaluates existing partnerships and sales efforts with an eye toward building on what works and changing what doesn't.
- Manages key client relationships and works to build new ones.
- Expands the profile and reach of the company and its brands.
- Leads sales, marketing, customer-service, and client relationship management teams.
- Develops and strengthens internal and external relationships that will lead to increased lead generation and market share.
- Builds cross-functional teams to guide and nourish sustainable, long-term growth.
- Tracks emerging markets and trends.
- Fosters and works to maintain an entrepreneurial growth culture throughout the company and across all teams and work functions.
- Proposes and develops strategic partnerships.
- Helps to shape the company's long-term objectives and determine plans for how to meet them.
- Researches and identifies new markets.
- Provides advice on product development and distribution and promotion strategies.
- Identifies sponsorship opportunities, including nonprofit engagement.

- Builds and maintains relationships with vendors.
- Conducts webinars and presentations to raise the brand or product profile.
- Selects prospective vendors and negotiates contracts.
- Fulfills requests for proposals (RFPs) from potential partners and customers.
- Helps direct development of customer-facing web platforms and digital experiences.
- Perform other job-related duties as assigned.

Required Skills and Qualifications:

- Licensed Customs Broker highly desired.
- Four-year college degree in Engineering, Business, Marketing, or related field.
- Understanding of Project Management principles.
- Candidate must have 10+ years of capture experience.
- Customer facing experience.
- Must have extensive knowledge and experience in the acquisition process for complex military systems.
- Successful track record in B2B sales and negotiation.
- Self-motivated and highly driven leader with a sense of urgency to stay in front of strategic opportunities.
- An understanding of teaming and subcontracting.
- Understand US military budget, investment, and acquisition process.
- Excellent verbal and written communication skills.
- Ability to work with executives and senior leadership.
- Demonstrated working knowledge of the Federal Acquisition Regulations (FAR).
- Proficiency with data analysis, forecasting, and budgeting using modern applications such as Microsoft Office 365 and cloud-based file management systems such as Box.
- Must have a reputation for being able to work collaboratively with high performance teams in a dynamic, fast-paced environment with fluctuating work hours.
- Must have a demonstrated track record of designing and executing successful business development and capture strategies and achieving profitable revenue growth in federal government contracting work.
- DoD Secret Clearance or eligibility to acquire is required.
- Proven business development, sales, or marketing experience.
- Proficient in all Microsoft Office applications.
- Excellent analytical, problem-solving, and decision-making skills.
- Exceptional leadership and management skills.
- Effective communication and negotiation skills.
- Strong business acumen.
- Detail-oriented and persuasive.
- Must be able to travel up to 50%, as required.

Physical Requirements:

- The work of this position is performed in an environmentally controlled office environment/virtual home office space.
- Standard work schedule must align with company standard work schedule.
- Must be capable of sitting and entering data on a computer keyboard for extended periods of time.
- Must be able to lift 25 pounds unassisted.

- Reasonable accommodation can be made to enable people with disabilities to perform the duties and responsibilities.

Terms of Employment and Eligibility Requirements

- Must be a U.S. Citizen
- Must possess a valid driver's license, without special restrictions.
- Must possess or be able to obtain a security clearance prior to employment and maintain security clearance for the duration of employment.

The lists above are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel in this position. TRAX International reserves the right to make changes to the job description whenever necessary.

TRAX is committed to an inclusive and diverse workplace that values and supports contributions of all individuals. TRAX is an equal opportunity employer of minorities, females, protected veterans, and individuals with disabilities. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, age, familial status, pregnancy, ancestry, national origin, handicap, gender identity or expression, protected genetic information, disability status, protected veteran status, or any other characteristic protected by law.

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