

United States Jobs Expertini®

Business Development Director

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Company: Appcast

Location: San Francisco

Category: other-general

Job Summary

At AECOM, we're united by a common purpose of delivering a better world.

Our Global Program Management (GPgM) business provides the structure, tools, techniques and process to deliver on this vision.

By connecting our expertise across services, markets, and geographies, we manage outcome-driven projects that deliver social, economic and environmental value. These include programs of critical national importance in defense, transport, water, clean energy, environmental clean-up, international development and disaster recovery, as well as the shaping of many of the world's major cities.

In line with our growth strategy, we are currently seeking a Director, Major Pursuits to support capturing major new business in our Program Management Global Business Line (PgM GBL).

Due to the nature of this role, the location is flexible, however preference will be given to US based professionals, and can be remote / virtual with travel as and when required.

Reporting to the Senior Vice President, Strategy and Growth, the successful candidate will direct and support major pursuits, strategic capture management efforts and sales for the GPgM BL in partnership with our Global and Regional Business Lines.

Primary responsibilities:

Win major program management pursuits as the consultative sales process leader, contributing strategy, business development best practices and sales leadership to drive an integrated growth strategy. Will lead as Capture Manager on select Major Pursuits.

Partner with Client Account Managers (CAMs), Marketing and Capture Managers to close new program management business, drive our sales process, prepare and facilitate presentations, RFQ, RFP, and highly complex proposal responses, including contributing input to commercial proposals.

Assist developing and implementing the PgM GBL Growth Plan. Work with Global and Business Line Leaders, Regional Business Line Leaders and Client Account Managers (CAMs) to define growth targets and prioritize pursuits.

Coordinate with the overall PgM GBL Strategy and Growth Leadership

QA/QC, champion and drive the complete life cycle of the sales process.

Support building and maintaining a deep and diversified qualified opportunity pipeline

Direct or assist Middle Game, pre-positioning, differentiation, and delivery strategies for major transformative programs with current/prospective clients and internal partners.

Understand firm-wide capabilities and bring regional and global expertise to pursuits.

Bring discipline and rigor to the Go/No Go process and capture management planning phase.

Work in collaboration with Marketing to develop and execute strategic marketing campaigns that position AECOM around key opportunities.

Lead pursuit team strategy meetings and coach interview teams.

At AECOM, we're delivering a better world.

We believe infrastructure creates opportunity for everyone. Whether it's improving your commute, keeping the lights on, providing access to clean water or transforming skylines,

our work helps people and communities thrive.

Our clients trust us to bring together the best people, ideas, technical expertise and digital solutions to our work in transportation, buildings, water, the environment and new energy. We're one global team – 47,000 strong – driven by a common purpose to deliver a better world.

Minimum Requirements

BA/BS plus 12 years of relevant Business development experience including experience at Director Level, or demonstrated equivalency of experience and/or education, and at least 4 years of leadership experience.

Experience must demonstrate sales production metrics, demonstrated skills in business development strategy, team leadership, client discovery and development of compelling value propositions that meet client's needs.

Preferred Qualifications

The candidate should demonstrate a proven track record of sales production, specifically the winning of major pursuits.

They should also be high energy, outgoing and self-motivated with a track record of winning major pursuits, capturing new business, and driving integrated multidiscipline teams through a consultative sales process with Major and/or Global clients.

Preference given to candidates with knowledge of the Program Management service line and one or more of our major markets (Buildings & Places, Environmental, Water, Transportation).

Additional Information:

Due to the remote/virtual nature of this position, relocation assistance is not available.

What we offer

We will give you the flexibility you need to do your best work with hybrid work options. Whether you're working from an AECOM office, remote location or at a client site, you will be working in a dynamic environment where your integrity, entrepreneurial spirit and pioneering mindset are championed. You will help us foster a culture of equity, diversity and inclusion –

a safe and respectful workplace, where we invite everyone to bring their whole selves to work using their unique talents, backgrounds and expertise to create transformational outcomes for our clients. We will encourage you to grow and develop your career with us through our technical and professional development programs and diverse career opportunities. We believe in leadership at all levels. No matter where you sit in the organization you can make a lasting impact on the projects you work on, the teams and committees you join and our business. We offer competitive pay and benefits, well-being programs to support you and your family, and the development resources you need to advance your career. When you join us, you will connect and collaborate with a global network of experts – planners, designers, engineers, scientists, consultants, program and construction managers – leading the change toward a more sustainable and equitable future. Join us and let's get started. As an Equal Opportunity Employer, we believe in each person's potential, and we'll help you reach yours.

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