

# United States Jobs Expertini®

## Director of Business Development, Deterrence, Readiness, and Critical Infrastructure

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Company: Persistent Systems, LLC

Location: Fort Collins

Category: other-general

Persistent Systems is seeking a Director of Business Development to join their Sales team in Fort Collins, CO. Be a part of the dynamic Persistent Systems sales team responsible for identifying and ushering in long-term acquisition programs supporting the full spectrum of government operations. You will be responsible for capturing business, fostering customer relationships, and managing high revenue accounts. The Director of Business Development will be providing Wave Relay® technical solutions to our government customers, providing a new generation of communications capabilities to our government customers. This position will be located in our Fort Collins, Colorado office.

### Position Responsibilities

Identify potential new customers; manage and develop existing customer relationships.

Forge strategic relationships with government customers by solving critical problems with innovative technology.

Communicate Persistent Systems' value proposition to varying technical and non-technical clients, including executive leaders and end-users.

Contribute to the design of technical solutions to meet prospect's business, technical, and/or financial goals.

Create business proposals, manage initial negotiations, and close business deals as part of a team.

Support and speak at trade shows, associations, customer demonstrations, and press events to expand the company's customer base.

Develop requirements documents, presentations, proposals and ROI models, and coordinate with a team of support specialists, consultants, or project managers to execute sales objectives and ensure all pre-sales customer requirements are met.

Work closely with Marketing and Engineering by providing feedback from information gathered during sales projects to foster process improvement.

### **Minimum Qualifications**

Bachelor's degree in engineering or a technical field

5+ years of experience in technology sales to government customers with an emphasis on NGB, DTRA, and the DOE

Demonstrated ability to successfully present technical material to large groups and adapt presentations to reflect the audience's technical expertise

Experience in a senior-level sales role collaborating with customers in the Defense industry

Able to travel up to 50% of the time

Active Top Secret security clearance or ability to obtain a clearance

### **Preferred Qualifications**

Master's degree in business administration or related field

Defense Acquisition Workforce Improvement Act certifications from DAU

5 years' end user experience in C5ISR, aviation, or robotics industries

Sales engineering and/or consulting experience

5+ years of experience in Sales/Business Development with a demonstrated history of revenue growth

Detailed insight into the NGB, DTRA, and DOE community missions with emphasis on deterrence and critical infrastructure

The base pay for this role can vary from \$160,000 to \$180,000 a year based on individual qualifications. Eligible for sales incentive compensation plan. Persistent Systems, LLC offers a comprehensive benefits package including medical, dental, vision, life, and disability insurance; paid time off (sick time and vacation time); flexible spending accounts; 401(k) plan with company match; fitness membership reimbursement; tuition assistance; mental health benefits; and pet discounts.

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