Business Developer (REQ# 012-0002) **[Apply for This Position](#)**

SBAlliance is a government contractor providing full life-cycle cost-effective business and technology solutions. As a populated Small Business Joint Venture, we offer both proven methodologies and innovative solutions flexible enough to accommodate evolving environments, yet structured enough to provide strong management principles that ensures the successfully delivery of services to our client's business and technology requirements.

We deliver a full range of solutions available through the GSA Alliant Small Business (SB) contract. As a quality-driven, customer-focused organization, SBAlliance has an unwavering commitment to quality performance and customer satisfaction.

SBAlliance is seeking candidates for a **Business Developer** to support a government GSA GWAC in the **Washington DC Metro area**. This position reports directly to the Program Director.

If you are the successful candidate, you will work to understand SBAlliance's business goals and Federal customer environments, provide solid leadership and guidance, and possess the ability to understand and support business development, capture management activities, and client relations activities.

The **Business Developer** will:

Have complete knowledge and understanding of Federal government business process, mission operations, and customer relations to include business and proposal development related to, Enterprise Transition Planning, Data Center Consolidation, Cybersecurity, Health IT, and Cloud Computing.

Specific Experience must be demonstrated in the following areas:

- Develop new businesses and the expansion of market share of existing business within the Federal Agency community.
- Identify, qualify, develop and capture new business opportunities in designated "client accounts"
- Development of marketing strategies and plans to increase awareness of SBAlliance capabilities within the Federal Agency community.
- Develop major pursuits, drive teaming arrangements, manage customer relationships and call plans, develop solution concepts, and monitor contracting information and IT mission opportunities within Federal Agency community
- Ability to communicate and development Turnkey Federal IT Program Implementation
- Lead the development of win strategies through competitive analysis, pricing analysis, teaming discussions and recommendations
- Negotiation of competitive positions for new business development.
- Ensure company objectives and financial targets are met.
- Review new business proposals for compliance to company defined business objectives.
- Actively participate in all phases of the business development lifecycle to from initial identification of an opportunity through close-out, including Bid reviews, Red Teams, Proposal writing, proposal reviews, and pricing strategies.
- Establish customer relations and good will to include customer feedback networks and continuous quality improvement initiatives and programs.
- Develop, coordinate and execute plans that involve the development of new work from existing contracts.
- Perform all other position related duties as assigned or requested.

Qualifications:
- At least 7 - 9 years of demonstrated business development job-related experience or equivalent.
- Excellent communication skills; interpersonal; organizational and analytical skills; working knowledge of word-processing and integrated software applications are required.
- Proven ability to lead and support business development, capture management and proposal efforts
- Must be articulate with an executive presence, creative and forward-looking, clear thinker and decision-maker, change agent, and have a track record of continuous business development activities.
- Federal Agency experience.
- Possess a high level of experience in and knowledge of the Federal government business process and systems to include the Data Center Consolidation, Cybersecurity, Health IT, and Cloud Computing.

Preferred Qualifications:
- Current (or recent) Federal Agency experience
- Current (or recent) experience in Federal Cyber and Information Assurance, Health IT, and Cloud Computing environments; Federal acquisition process, or system development
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations
- Strong knowledge of GSA GWAC's, ID/IQ contracts or Task Orders processes
- Project Management Professional (PMP), CMMi, ITIL v 3.0, PMBOK, ISO certification

Education:
- BS degree in software or systems engineering, computer science, information systems management, or the equivalent.
- MS or MBA degree is a plus.

FYI:
- SBAlliance is an equal opportunity employer
- This is a full-time exempt position
- Work will be performed in the Washington DC Metro area
- Travel is required
- Applicant selected may be subject to a government security

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