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Defense Business Development Manager

GPS Source, the world's leader in GPS signal distribution, is rapidly growing and looking for an experienced defense business manager. This role will identify, manage, and convert defense programs into contracts. The objective of this position is to integrate GPS retransmission into all defense ground and air platforms on a global basis via prime contractors and subcontractors.

Specific responsibilities include:

- Create solutions using COTS products to enhance war-fighter effectiveness
- Develop multi-level relationships within appropriate defense agency program offices
- Leverage R&D contracts into product contracts
- Work program management process toward obtaining contracts
- Lead and/or support proposal preparation activities, trade shows, market materials, forecasts

Experience/Skills required:

- In depth knowledge of defense rapid fielding procurement process and contracting
- Revenue driven on "real" business
- 3-5 years demonstrable defense business development and opportunity experience
- Highly polished written, verbal, and interpersonal communication skills
- Commitment to maintaining a high degree of honesty and integrity
- Education: Bachelor's degree in a technical field. RF and GPS knowledge
- Global business experience a plus

Extensive Travel Required.

Please email resumes to:

hrads.marketing@gmail.com

If you do not have a technical background, please do not send resume