



Vector Planning & Services, Inc.
591 Camino De La Reina, Suite 725
San Diego, CA 92108

Subject ID: Business Development Director – West Coast

Location: San Diego, CA

Primary Responsibilities:

- Identifies and proposes potential business deals by monitoring current business, contacting potential clients and industry partners while discovering and exploring opportunities.
- Develops and reports on customer call plans.
- Develops, reviews, and provides input to individual detailed call plans ensuring the corporate objectives have clearly been addressed to ensure effective execution and desired results.
- Actively executes assigned call plans and reports results accordingly.
- Lay out monthly plan of activities and accomplishment whereby time is appropriately spent on business opportunities true capture efforts and call plans
- Provides leadership in developing capture plans for each identified “West” business opportunity target.
- Provides capture plan information to Executive Management, BD VP and proposal teams. Ensures that capture data are effectively incorporated into proposals being developed.
- Develops PMP for each identified “West” B&P target.
- Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; and recommending deal capture investments.
- Develops negotiating strategies and positions by studying integration of new opportunities with organizational strategies and current business operations; examining risks and potential return on investments; and predicting competitive company decisions.
- Leads capture strategy sessions and closes new business deals by coordinating requirements; developing and negotiating teaming agreement/contracts/sub-contracts to obtain desired company requirements; integrating contract requirements with current business operations.
- Participates in organization color teams and assists with proposal development and submissions with operational staff.
- Protects organization's value by keeping information confidential.
- Updates job knowledge by participating in Business Development educational opportunities; reading professional publications; maintaining personal networks; and participating in professional organizations.
- Develops and executes plan to maintain personal network. Provide report on business conference and/or meeting activities to BD Team.
- Enhances organization reputation by documenting successes, assisting with the development of intellectual capital, and coordinating with marketing organization successes.
- Tracks “Win/Loss” statistics and compare against corporate set metrics and budgeted investment for business opportunities capture.
- Recommends and provides input to Corporate Strategic Business Plans through BD VP.
- Develops. Oversees, and tracks “West” B&P budget. Performs “West” B&P budget result analysis based on plans, forecasts, and actuals. Applies and ensures compliance with corporate directives, regulations, process, procedures, guidelines and principles.

Minimum Qualifications and Education/Certifications:

- Professionalism and Integrity. Proven leadership and consensus building skills. Solid and broad understanding of fiscal management and information technology. Proven negotiation, mediation,

and presentation skills.

- Motivation for sales, prospecting skills, sales planning, selling to client needs, territory management, market knowledge, energy level, meeting sales targets.
- Ability to expend work efforts during after hours, holiday, and vacation periods to support program requirements and to ensure its successful delivery thereof.
- Must be available on call as needed during after hours, holiday, and vacation periods.
- Willingness to Travel as needed.
- Minimum of Bachelor's Degree in Business, Engineering, Technology or related field. Master's Degree preferred.
- Minimum of 15-20 years of project management or IT Management.

Security Requirements: US Citizenship; the ability to obtain and maintain DoD Secret Clearance.

Vector Planning and Services, Inc. is an EEO/AA Employer.