



JOB POSTING

Date of Posting: October 8, 2008
Posting Number: Omaha, NE
Position: Business Development Manager-Federal
Status: Exempt
Location: Washington D.C.
Position Reports To: Sr. Director, Business Development

The primary focus of this position will be to create relationships and sell integrated security solutions to directors, facility managers, IT executives and procurement personnel within the federal security and I.T. markets. These systems include the following applications: access control systems, wireless and wineline networks, video surveillance, perimeter intrusion, fiber optic networks, asset tracking, alarm monitoring and smart cards. This will require the candidate to have an in depth understanding of the electronic security and telecommunications industry, our company capabilities and internal resource management.

Essential Duties and Functions:

In this role, candidates would be expected to carry out all levels of sales and marketing processes associated with retaining large accounts. This could include:

- Meet and exceed mutually established business development goals, while managing expenses and maximizing return on investment and profit opportunities.
- Identify and develop new business opportunities. Establish a broad client and prospect base to promote all Adesta products and services. Build long-term relationships with multiple clients. Seek to influence clients to negotiate work versus bidding work.
- Work with Project Development and Regional Office personnel to contact, qualify and pursue leads for new business opportunities.
- Lead the proposal process to provide direction and strategy for responding to client requests for proposals. Coordinate internal efforts to provide a cohesive team approach.
- Work with the Legal Department to develop necessary contractual language and assist with the negotiation of contracts.
- Generate account management and marketing plan as well as sales forecast and status reports.
- Develop and implement an ongoing competitive pricing strategy through interactive participation between other members of Business Development, Project Development and the Regional Offices.
- Other duties as assigned by supervisor.

Qualifications:

The applicant should have a college degree (minimum four years) and possess a minimum of 5 years experience in large system sales to businesses or have the ability to demonstrate understanding and tenure in the Federal market. This could include the following markets: GSA, DHS, DOD, DLA. The applicant should possess a working knowledge of spreadsheet applications such as Lotus or Excel, as well as being able to work with Microsoft Word and PowerPoint software. The applicant must possess a valid driver's license.