



US Government Business Development Specialist

P2 Mission Solutions is Growing! We're looking for top performers who are looking to grow with us! If you're excited to be part of a winning team, P2MS is a great place to grow your career!

Job Opening: US Government Business Development Specialist

P2 Mission Solutions is a leading supplier of Electromechanical Systems designed and manufactured to sustain and support military missions around the globe.

From expeditionary shelter systems to power generation systems, P2MS is in the forefront of developing and delivering highly engineered products for our men and women in uniform. We differentiate ourselves thru our highly experienced, diverse, and motivated team of quality committed individuals who are continuously innovating to make us a global leader in our market.

Position Responsibilities

Our US Government Business Development Specialist (GBDS) is part of P2 Mission Solutions' (P2MS) activities to identify, qualify, pursue, and win contract opportunities that provide P2MS-oriented solutions for new Government development and production programs within targeted US Military (including Foreign Military Sales) and federal Homeland Security Agencies. In this position, the GBDS takes their knowledge of our products, services, and capabilities to seek out opportunities inside Federal Government Agencies to which our solutions can be applied. The GBDS, utilizing various Business Development resources, applies company knowledge, industry experience, and a thorough understanding of Federal Acquisition to collaborate with internal Company teams and personnel to develop solutions meeting Government requirements.

Our Business Development Specialist:

- Builds strong relationships with Government decision makers, influencers and program managers in key target areas to become highly familiar with Government requirements
- Conducts market research to identify areas for potential sales opportunities and converts that information into research driven business plans

- Identifies market competitors, understand their business models and service offerings, and help to differentiate our products and services
- Uses creative, ethical, and legal means to shape opportunities to our advantage.
- Collaborates with our Operations, Finance, Legal, Product, and Marketing teams to expand our product/service offerings to be responsive to changing Government Client needs and to help create new Government Markets

| Necessary Skills | Demonstrated Success in: |
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| Working knowledge of target Federal Agencies, the Federal Acquisition System and understanding federal Budget Appropriations | Applying the FAR, and establishing plans around the federal budget cycle, during Business Development Activities |
| Clear understanding of the difference between Sales and Business Development | Identifying Leads and converting them to Qualified Opportunities |
| Identify and Properly Qualify Leads and Opportunities | Identifying and understanding our client’s challenges and working with company personnel to present and promote solutions |
| Mapping and implementing a successful path to winning contracts | Creating, maintaining, and following through on capture plans |
| Effectively work, and collaborate, with internal marketing, sales support, and product development staff | Assisting Company Internal Product Development, Customer Relations, Finance, and other Company Personnel Prepare Product/Service Delivery Meeting Client Requirements |
| Navigating Federal Agency Bureaucracies | Identifying and Successfully Building Relationships with Relevant Key Personnel within Target Agencies |
| Business Development Management | <p>Creating, tracking, maintaining, and reporting a multi-year pipeline of new business development opportunities sufficient to achieve Company’s strategic growth objectives</p> <p>Winning new federal business for company, including long-term contracts that generate meaningful, predictable, and long-term revenue growth</p> |

The GBDS is an integral part of our internal USG focused team led by the Senior Vice President, and comprised of other GBDSs, program managers, contracting professionals, business development consultants, and others. The team works together to promote internal collaboration and coordination with our USG clientele.

Required Experience/Skills

- 5 -10 years of demonstrated successful US Government Business Development
- Bachelor’s Degree in a complimentary field required; Master’s Degree preferred

- Ability to operate independently from the Company Corporate Office and to work closely with internal operating and support teams to further Company goals
- Willing to travel extensively in pursuit of new opportunities
- Must be a US Citizen
- Demonstrated and documented win/loss record citing the nature and contract value of the opportunity and applicant's specific role and responsibility on each new business opportunity over the previous five years.
- Preferred: Experience with the US Military (civilian or active duty) and other federal agencies