



Development Consultants Incorporated (DCI)

Agile High-Performance Software, Cloud, Security, and Process Engineering
www.devconinc.com ♦ (855) 746-5324 ♦ cloud@devconinc.com

Director of Business Development

The Director of Business Development will play a key leadership role and work in close collaboration with executive management to implement DCI's long-term and short-term growth strategy and lead the development of a well-qualified pipeline of new opportunities.

Responsibilities

- Support the business development lifecycle, including identifying initial contacts and building relationship with prospective new customers, industry partners, and suppliers.
- Formulate a winning capture strategy, develop detailed capture plans, coordinate, and manage the resources necessary to implement the capture plan.
- Organize and support proposal development, including proposal planning, scheduling, compliance, writing, submission, color reviews, and any other tasks necessary to compete and put forth winning proposals.
- Evaluate proposal content, quality, compliance requirements, and provide feedback to the proposal team.
- Work with senior management to develop competitive pricing plans tailored to each proposal.
- Serve as the team lead for identifying, selecting, and recruiting teaming partners, subcontractors, and suppliers.
- Lead the management of DCI's organizational opportunity pipeline through effective qualification/capture/response and submission.
- Perform capabilities gap analysis, conduct competitive assessments, and develop an overall winning strategy, including discriminators, theme statements, and value proposition.
- Work with senior management to conduct business case reviews, go/no go roadmap and any other reviews required for proposal formulation.
- Oversee process for capturing and tracking information useful for generation of proposals such as past proposals, resumes, and past performance reviews.
- Research prospective customers in targeted markets, pursue leads and follow through to successful engagement.
- Establish relationship with target companies and decision makers.
- Increase DCI's top-line revenue by strategic initiatives, including addition of new clients through establishing relationships with decision makers within target companies.
- Create schedule for prospective customer touch points and marketing opportunities.
- Identify opportunities to market value added services within target companies.
- Research technology market trends and work with senior management to better position DCI for new business success.
- Build brand recognition and strength in Federal and private sector community.
- Represent DCI at conferences, conventions and networking events.

- Showcase expertise, knowledge, and capabilities in the cloud solutions space through social media, email marketing, and other digital promotion campaigns.
- Experience with Federal contracting, including GWACS, GSA Schedules, and IDIQs.
- Experience in the Information Technology professional services sales lifecycle to Federal and commercial customers.
- Experience marketing cloud technologies to prospective cloud buyers that span multiple verticals and levels of experiences.

Qualifications

- BA or BS degree from an accredited college or university.
- 5+ years of sales and marketing experience in technology consulting, within manufacturing, retail, government, healthcare, and financial industries.
- Outstanding presentation and communication skills, both written and verbal.
- Ability to communicate technical and non-technical information to customers in a clear and concise manner.
- Strong organizational skills with attention to detail.
- Must be a customer-centric, forward-thinking, self-starter with a passion for helping customers attain their goals.
- Creative/Digital marketing experience is a plus.

About DCI

DCI is an Information Technology company, with a focus on simplifying the complexity of cloud adoption, and specializing in cloud security, compliance, and governance for global health, homeland security, and criminal justice information systems.

DCI is an ISO 9001:2015, ISO 20000-1:2011, and ISO 27001:2013 certified, Amazon Web Service Consulting Partner with 20 years of experience serving government, financial, healthcare, retail, and manufacturing industries worldwide in the delivery of Information Technology services.

DCI is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, gender, national origin, disability status, military status, veteran status, or any other characteristic protected by federal, state, or local law.

Benefits (W-2 only)

- Comprehensive Health Insurance, HSA, FSA
- 401(k) 4% employer match
- Profit sharing
- Paid time off
- Career development
- Mentorship opportunities

Job Type

- W-2 or 1099 contract position.

Work Authorization

- US citizenship is required.

Work Location

- Primarily remote with partial on location in Dublin, OH and occasional travel to customer site.

Interested applicants please send a resume, cover letter, and any other information that demonstrates your unique qualifications for this position to cloud@devconinc.com. No phone calls please.