

Vice President of Business Development

Job Description

BAE Systems' Intelligence & Security Sector (I&S) is seeking a Vice President of Business Development for its Air & Space Force Solutions (ASFS) Business Area. Reporting directly to the Sector Vice President, Business Winning, this executive will partner with their business area leadership team to drive the organization's strategic growth objectives around being a Systems Integrator (SI) by developing and refining an understanding of customers' most important needs and creating/leading winning capture strategies. With responsibility for a staff of business development professionals serving the various ASFS Business Units, the selected individual will lead customer engagement, pipeline growth, proposals submitted, and the process for capturing awards at a greater than 55% capture rate. In addition, this individual will plan and recommend business development and marketing strategies to achieve maximum customer and market penetration and to drive tactical and strategic growth. The preferred location for this position is McLean Virginia and will require frequent travel (>50%) to company and/or customer locations.

Specific responsibilities include:

- Grow the opportunity pipeline to 10X of ASFS annual revenues, to include existing as well as adjacent markets/customers, through diligent and timely identification/qualification of new business opportunities by leveraging current technologies, customer relationships, and inter-company collaboration
- Develop and execute strategic and tactical plans for the pursuit and successful capture of key opportunities
- Lead and manager team of BD professionals to maximize customer engagement with efficient territory management and positioning to win new business
- Obtain marketing intelligence and competitive data pertaining to potential targeted pursuits and develop marketing strategies
- Participate in bid decisions, development of cost strategies and phase reviews
- Establish, build, and maintain customer relationships and assess competitor capabilities aligned to specific customers in intelligence community
- Support creation and execution of multi-year business development strategies
- Participate in IRAD reviews and manage Business Area allocations of Technical Marketing (TM), Bid & Proposal (B&P) as well as overall department's indirect budgets (this includes costs for personnel and other indirect costs (such as travel & expenses)

Required Education, Experience, & Skills

- Bachelors degree in a technical or business-related discipline
- Minimum of 12 years of relevant business development experiences