



Business Development/Capture Manager (Consultant)

I.M. Systems Group, Inc. (IMSG)

Rockville, MD

I.M. Systems Group, Inc., IMSG, (www.imsig.com), is a Federal government contractor providing scientific and technical support to the Federal government. IMSG is seeking to hire a Business Development/Capture Manager (Consultant) to begin immediately. The position will be responsible for selling an array of services to a portfolio of new and existing federal accounts while achieving revenue and sales growth and client relationship management. This position would be located in Rockville, MD with possible travel.

RESPONSIBILITIES (but are not limited to):

- Generate new business for the company, with specific emphasis on the Federal market in the areas of scientific and technical support. This includes identifying new business opportunities, cultivating clients and developing marketing strategies.
- Maintain contact and build strong client relationships with existing clients to generate new business opportunities;
- Perform successful capture/client management duties to include: execute effective sales and marketing strategies for potential leads in relevant market, locate and develop relationships with potential prime, sub, joint venture and mentor protégé partners.
- Introduce company services via many avenues including sales presentations, trade shows, marketing campaigns, cold calling, digital marketing, etc.;
- Assist with responding to RFI's, RFPs Sources Sought, solicitations and other types of request from the government;
- Participate in industry day, pre-bid events, procurement fairs and other networking events;
- Prepare and maintain existing marketing materials and presentation materials to align with new marketing strategies;
- Upgrade documents, flyers, brochures, and company capabilities statements;
- Manage the company's BD pipeline to include extensive vetting of current opportunities;
- Perform in-depth competitive and other business analyses and assist in critical bid/no-bid decision making;
- Develop and assist in managing strategic partnerships;
- Update job knowledge by participating in educational and volunteering opportunities, reading professional publications and participating in professional organizations.

REQUIRED QUALIFICATIONS:

- Bachelor's degree in business or related field desired;
- 6-10 years of business development/sales experience required with experience in the government contract arena both in the Federal scientific and technical sectors to include procurement, compliance, capture, funding, etc.;
- Must be able to consistently achieve sales targets and goals on time and on budget;
- Must have solid understanding of the challenges faced by federal government contractors and experience marketing and selling services in the federal market place;
- Knowledge and experience with various tools and resources used for market intelligence gathering required, such as FBO and GovWin.
- An outgoing and friendly personality with strong interpersonal skills and the ability to quickly establish rapport with people;
- Must have excellent communications, public speaking, and presentation skills with a solid working knowledge of budgeting, sales, business development, and strategic planning;

- Must be able and willing to travel.
- Success in similar capacity in previous job positions, as well as proven track record in the relevant business sectors, is a plus.

TO APPLY:

Please submit your resume, the contact information for three (3) references, your salary requirements and a cover letter explaining how your qualifications meet the requirements of the position to jobs@img.com with the following subject line: CORP1501 – Business Development/Capture Manager.

MSG is an Equal Opportunity Employer and Veteran friendly.