



BUSINESS DEVELOPMENT MANAGER

AlphaSix is looking for a Business Development Manager to support Federal Civilian business development opportunities and contracts. This role will be responsible for driving customer growth through technology expertise and demonstrated results.

Clearance Requirement

Must be a US citizen.

Location

Hybrid. Must be able to work onsite as needed in Sterling, Virginia.

Roles & Responsibilities

As a key member of the team, you will take on the challenges of a senior role in shaping the business development activities of the company:

- Develop and execute effective strategic solutions for new and existing customers.
- Establish, build upon, and maintain highly effective relationships with the Government executives, Program Managers, contract management offices and industry partners that drive business growth.
- Lead the team to sell and close new business from development through proposal.
- Ensuring coordination of all customer-related communications and activities, including meetings and conference calls.
- Responsible for overseeing administration and management of the sales pipeline including funnel, prospect tracking, and sales inquiry logs.
- Providing weekly sales pipeline updates and monthly sales forecasting reports to the business development team and others as necessary.
- Contributes to and leads business planning and capture activities including networking, research, and analysis to contribute to our ability to make strategic and informed decisions and assess viability of upcoming opportunities.
- Ensuring the highest level of support to customer base by maintaining a personal presence with key accounts while continuously prospecting, penetrating, and developing new prospects.
- Experience working with a variety of business leaders to draft account growth strategies and plans.
- Effectively presenting information to prospects, strategic business partners, top management, public groups, and/or boards of directors/investors.

Qualifications & Education

- At least 12+ years of business development and federal sales experience. The ideal candidate will have successfully built multi-year, complex partnerships and have proven year-over-year growth.
- Proven experience in the Federal Civilian segment, with experience in solution-oriented sales efforts including IT platforms, software and services.
- Familiarity with Federal programs including planning, budget and execution processes, and acquisition strategies.
- Successful experience monitoring and evaluating progress against stated expectations, in addition to aligning and changing behavior with performance expectations.
- Project management skills, ability to deliver quality results under pressure and to meet deadlines, must be results oriented with a drive for excellence.
- Exemplary organizational skills including accuracy, timeliness and detail oriented with the ability to work well under pressure managing multiple activities and meeting established goals in a deadline driven environment.
- Bachelor's degree or higher in a work-related field.
- Ability to pass and maintain a government background check.

About AlphaSix Corporation

AlphaSix Corporation is a Washington, DC-based small business that provides Federal, state, and local governments with a broad range of IT products, solutions, and services focused on the convergence of big data and cyber security. At AlphaSix, we pride ourselves in providing a highly energized work environment where our employees are rewarded with competitive compensation packages and excellent benefits. We understand that to attract the top talent in the industry and provide the highest level of satisfaction to our customers, we need to provide an environment that supports our employees in their efforts to fulfill the needs of their clients and allows them to reach their fullest potential. AlphaSix offers a variety of benefits including competitive compensation, health insurance, disability coverage, 401(k) with matching program, paid holidays, and PTO.

