

Business Development Manager

NOVA Power Solutions Position Description

NOVA Power Solutions, Inc. is an EEO Employer and all qualified candidates will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation or sex. Please email resume and salary requirements to jobs@novapower.com.

Position Summary

Location	Flexible, U.S. based	Req'd Travel	Up to 50%
Reports To	President / CEO	Manage Others	No
Department	Sales	Employee Type	Full-Time
Division	Corporate	Clearance	N/A
Req'd Experience	8 years of related experience	Base Pay	Competitive
Req'd Education	4 year degree in related technical discipline (Electrical Engineering a +)	Other Pay	401K/Profit-sharing, Life and LTD , Medical, Dental, Employee Stock Purchase Plan

Description: The Business Development Manager (BDM) will be responsible for new program pursuits, capture strategies, management of existing programs, competitive assessments, defense acquisition processes, partnering, establishing and building new and existing customer relationships, and all other related duties resulting in increased sales.

Essential Functions:

- Develop and execute a Capture Strategy to win targeted Programs & Customers
- Develop, cultivate, and manage relationships with systems integrators and government players
- Maintain and grow existing programs and customer relationships
- Identify new programs and applications consistent with NOVA products and capabilities
- Recommend new product development ideas consistent with market needs and NOVA capabilities
- Contribute to the development and refinement of NOVA Power Solutions vision and strategy
- Provide Competitive and Market Analysis
- Develop, review and report on the business development's strategic objectives
- Support marketing and communications activities, such as industry trade shows and generation of promotional materials

Qualifications:

Required:

- Demonstrated understanding of Government Contracting & Procurement processes
- Established and impeccable reputation among players in government contracting business
- 8+ years Sales & Business Development experience in the DOD
- Direct experience in or comprehensive understanding of power conditioning and distribution
- Proficient in the English language

Abilities /Skills:

- Demonstrated ability to multi task and work effectively under pressure, tight timelines, and changing priorities
- Ability to communicate and present information in a clear and concise manner
- Ability to work collaboratively
- Ability to create presentations and supporting documentation
- Prior military experience preferred but not required