

**APPLY
TODAY!**

BUSINESS DEVELOPMENT & CAPTURE MANAGER (BD/CM)

Join an agile and close-knit team that thrives in a culture of excellence, exceptional people, forward leaning technologies, and inventing what is possible.

MUST HAVE EXPERIENCE IN CYBER, SOFTWARE, OR ENTERPRISE IT

Markesman is looking for a Business Development & Capture Manager that is an entrepreneurial, self-driven, and a proven professional in the IC. The candidate must have experience working in cyber, software, or enterprise IT. This role is open for a seasoned veteran who is capable of building a capture pipeline, identifying resources they need to win, forming the team, pricing input, proposal strategy, and transitioning from a win to program delivery.

The BD/CM creates, owns, and leads the entire deal flow of this program with senior leadership oversight. Qualified candidates must thrive in an environment where they are responsible for the management and execution of the full capture life cycle across multiple and simultaneous pursuits and proposals. We are an agile and close-knit team that thrives in a culture of excellence, exceptional people, forward leaning technologies, and inventing what is possible. Join us!

OUR CULTURE

- Entrepreneurial
- Technopreneur
- Family Oriented
- Ethics & Integrity
- Collaborative & Flat

(Requirements & Job Duties - Continued On Next Page)

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REQUIREMENTS

- 5-7+ years BD & Capture experience combined.
- Bachelor's degree in a related field and 10+ years of related experience.
- Knowledge of MPO or Virginia customer space.
- TS/SCI with favorable Polygraph.
- Strong recommendations from peers.
- Extensive knowledge, experience, and success in winning captures.
- Demonstrable understanding of all contract types (non-IDIQ, IDIQ - single or multiple award contracts), as well as payment types (e.g., FFP, T&M, cost plus).
- Excellent interpersonal, problem solving, and business acumen.
- Ability to travel in support of the capture based on negotiated work location - up to 10% per month.
- Demonstrated working knowledge of the Federal Acquisition Regulations (FAR).
- Ability to lead local and geographically dispersed teams.

JOB DUTIES

- Creates capture plan and presents to leadership to appropriately allocate resources and win potential.
- Plan, document, and manage the internal and external capture efforts.
- Align marketing intelligence with the capture strategy.
- Assess customer's issues, program requirements, and competitive position.
- Conduct, manage, or obtain competitive and price-to-win analysis.
- Collaboratively develop capture strategy with teaming partners and proposal manager.
- Serve as primary point of contact among the proposal development, solution, and pricing team.
- Secure senior management commitment and corporate resources for capture and proposal efforts.
- Monitor, review, and direct weekly proposal progress, ensuring adherence to the proposal process and schedule.
- Manage the capture team, comprising the capture, program, and proposal managers.
- Develop the initial executive summary draft; direct completion of the final version; and confirm alignment among the executive summary, volume summaries, and customer presentations.
- Participate as an independent proposal evaluator in all major proposal reviews.
- Prepare and present the capture plan at the Pursuit, Bid, and Bid Validation Decision Gate reviews.
- Participate in color team reviews.