

Job Title: Senior Business Development Manager

Location: Cincinnati, OH

Description:

GIRD Systems, Inc. specializes in various cutting-edge wireless communications and digital signal processing algorithm research and development. The company executes work primarily for US Government agencies, especially the DoD, but also has commercial customers and has recently entered the product market as well. Our specialties are general signal processing, RF/digital wireless communications, RADAR, EW, location and tracking and software defined radio. We deliver cutting-edge solutions and products for communications, digital signal processing, software, FPGA/ASIC, digital hardware and RF engineering, system engineering and system integration. GIRD Systems has a culture that emphasizes innovation, teamwork, honesty, trustworthiness, agility, process and quality. We offer mission-focused technological solutions to address critical needs in the above areas which also include tactical radio, mission operations and open processing architectures. The company has been going through steady growth and has been awarded many interesting and challenging projects. Please visit our website at www.girdsystems.com for details. At GIRD Systems, our employees have an incredible opportunity to work on state-of-the-art and revolutionary technologies hence why we are actively looking for a highly motivated individual, great communicator with a strong technical background to help lead the company on its growth path.

Specifically, GIRD Systems is seeking a Senior Business Development Manager. This Senior Business Development Manager performs and leads tasks essential to the identification, qualification, shaping and capturing of new business opportunities as well as managing and extending the business potential of existing programs. This individual will be responsible for developing, planning and generating schedules for proposals. He/she will also compile cost, schedule, and technical elements in the development of proposals in accordance with request for proposal (RFP) specifications. The selected individual will be responsible to proactively collaborate with the technical team in the development of technical solutions. The candidate will provide leadership for all applicable BD processes within the company. This senior manager must effectively communicate at all levels of both internal and customer organizations, including with executive management. Excellent communication skills in customer relations are essential.

This position is located in Cincinnati, OH. We provide our employees with competitive compensation packages and a full range of benefits, including vacation/holiday, medical, dental, IRA match and tuition assistance.

Position: Full-time employment

Citizenship: ***US Citizenship is required***

Clearance Requirement: At least active Secret level

Travel Requirements: This position will require a significant amount of travel

Relocation Assistance: May be provided/negotiable

Roles and Responsibilities:

- Demonstrate leadership skills/experience as a business development of communication systems and signal processing systems programs/projects
- Work with engineers to develop technical solutions and work closely with the management team
- Deliver effective briefings and work efficiently in a multidisciplinary team environment
- Travel to support events such as customer site visits, proposals, industry days and tradeshow
- Proactively work to ensure a safe work environment and adherence to GIRD Systems policies and procedures

Qualifications:

Basic Qualifications:

- High Energy, Open Communicator/Collaborator to all levels of the organization, dedicated to the team and business area

- Bachelor's Degree in electrical or computer engineering, minimum 10 years of combined experience with defense/aerospace business and defense/IC operations.
- Familiarity with signal processing systems and terrestrial/airborne/satellite communication systems very strongly preferred for effective program management in these areas.
- Familiarity with USG Prime contractors involved in the DoD, aerospace procurement business.
- Proven skills as a respected team leader and with strong communication and collaboration skills; able to communicate effectively with NGMS Executive Management
- Experience in business marketing/ coordination and submission of responsive proposals with an ability to build and lead teams with a vision for success and capable of delegating responsibilities to the appropriate team members.
- Intimacy with the various Customer organizations that procure or operate such technology that will help the company expand its current customer base

Preferred Qualifications:

- Solid track record capturing programs of various sizes, most of which are Government programs

GIRD Systems is committed to hiring and retaining a diverse workforce. We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, age, religion, sex, national origin, disability status, protected veteran status or any other characteristic protected by law.