



SENIOR BUSINESS DEVELOPMENT MANAGER

in Cincinnati, OH

Job Description

We are looking for skilled, motivated, and talented people to join our growing team to push the limits of the latest technology and create novel solutions with real-world applications.

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.

Roles and Responsibilities

- Demonstrate leadership skills/experience as a business development manager 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; A significant amount of travel will be required.
- Proactively work to ensure a safe work environment and adherence to GIRD Systems policies and procedures

Qualifications

Minimum Requirements:

- *****US citizenship is required*****
- At least active SECRET level clearance
- Excellent written and oral communication skills.

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 the management team
- 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

Company Description

GIRD Systems, Inc., is a rapidly-growing Cincinnati-based company that specializes in cutting-edge research and development and is a leader in signal processing, RF/digital wireless communications, RADAR, EW, geolocation and navigation, and software defined radio. We design, develop and deliver mission-focused technological solutions and software/hardware products, leveraging the state-of-the-art in software, FPGA/ASIC, digital hardware and RF engineering, system engineering and system integration, toward bringing our signal processing and communications innovations to life. These solutions address critical needs in software defined radio, tactical radio, mission operations and open processing architectures. Our work includes solving some of the most difficult problems facing U.S. Government agencies as well as commercial customers and developing products to meet our customers' needs. Please visit our website at www.girdsystems.com for details.

Our success is a product of our exceptional engineering team and our culture focuses on driving innovation and rewarding excellence. We seek highly motivated, innovative and forward-thinking individuals to grow with the company.

GIRD Systems provides our employees with competitive compensation packages and a full range of benefits, including vacation/holiday, medical, dental, IRA match and tuition assistance. We have a casual working environment with flexible working hours and a culture that emphasizes innovation, teamwork, agility, process and quality. Being a small company, our employees have the opportunity to participate on a variety of projects and make an immediate impact to the success of the project and the company. Our employees are paid overtime for working over 40 hours when needed and all health insurance premiums are paid. We offer a generous profit-sharing plan and encourage employees to bring new product ideas for consideration, not to mention free snacks in the kitchen. Our employees are the key to our success and we seek to hire only the best.

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.

Contact

Please send resumes to resumes@girdsystems.com