

MARKETING/BUSINESS DEVELOPMENT, DIRECTOR

Growing Northern Virginia government contracting company seeks experienced professional for its Reston/Herndon office who will market the government services practice. The candidate will be responsible for the following:

- (1) Analyze RFP's, organize and lead development of responsive proposals and presentations,
- (2) Develop winning capture plans to include appropriate pricing strategies and resource identification and
- (3) Identify and pursue contracting opportunities through networking, agency visits and teaming arrangements.
- (4) Consult and assist senior management with proposal preparation and coordinate with prime contractors and subcontractors as teaming partners in proposal efforts.
- (5) Develop and maintain accurate budget templates, maintain the proposal-award tracking database and prepare cost substantiation and budget support documentation for all submissions.
- (6) Requires thorough knowledge of FAR and experience with GSA Schedule-Services.

Ideal candidate will have some government, real estate, accounting or financial consulting experience. Bachelor's Degree in Finance, Business, or Marketing required with a minimum of 5 years of increasingly responsible experience in government contracts. Strong proposal writing, computer, and oral presentation skills are required.

Qualified candidates should submit resumes and salary requirements via fax to (703) 742-3336 or e-mail to hr@rerfin.com.