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Sr. Business Development Representative - Program & Construction Management

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Company: Acuity International

Location: Argentina

Category: other-general

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The Acuity Program and Construction Management (P&CM) BDR position is a senior role. The position requires client/partner management skills, federal contracting expertise and business leadership for solution positioning and integration. The BDR may be called upon by Acuity's ELT for insight and action on strategic initiatives.

The BDR will work closely with leadership, operations, and other aligned Teammates (matrixed organization) to expand our Program and Construction Management professional services pipeline and client "footprint" within US DoE, USACE, DHS, GSA, and other targeted Agencies. This role will focus primarily on US Federal Government's Civilian and DoD market yet may include specific targets within SLED and commercial as our strategy evolves (pursue downstream funding associated with the \$50b American Infrastructure and Jobs Act).

Develop and maintain relationships with influential primes/subs and technology partners to drive the program business through project-based services as well as staff augmentation.

This includes developing and executing a small business strategy that will include targeted industry event participation.

Maintain an activity level of 5-7 prescheduled meetings per week with end user customers/personas and partner ecosystem.

Build and maintain a professional service- specific pipeline to 3 x annual bookings target.

As a senior stakeholder, work with marketing, operations, and leadership to inform our Offer Development Team of innovative platforms and/or technology-based partnerships to grow our services business.

Inform, mentor, collaborate with our larger team adopting a “One Acuity” mindset.

Responsibilities

Manages resources to create, identify, develop, and qualify opportunities that align to the company’s strategic campaigns that result in meaningful and measurable revenue growth

Achieve acquisition and sales goals through winning new business, contract recompetes, teaming, and on-contract program growth

Develop and maintain an active strategic territory growth plan, and the associated pipeline, in alignment and consistent with corporate campaign strategy and goals

Primary interface with customer community for assigned opportunities

Builds customer relationships through effective communications

Develop strategies to shape requirements and acquisition strategy

Identify and target new business markets, adjacencies, and partnerships

Embrace the Acuity Business Development Process in daily activities, and effectively manage and communicate all the opportunities and plans for management and technical teams.

Assist in guiding potential customers by demonstrating technology solutions, architectures, capabilities, and potential acquisition paths for early-stage opportunities, working with internal technical and program management teams to develop responses for requests for information (RFI), market surveys, white papers, presentations, briefings, and major event demonstrations

A Qualified Candidate Will Have

A bachelor’s degree and minimum of 7 years of related experience or 11 years in lieu of degree

Demonstrated a successful track record of supporting and winning contracts for project, program, engineering or construction management services.

Current broad market relationships and proven experience building relationships with strategic teaming partners (prime and sub)

Develop and mature key relationships across multiple federal civilian government/DoD agencies within defined territory.

Ideally, the candidate possesses a “rolodex” of relationships and contacts to jumpstart business development activity.

Ability to think strategically and operate independently.

Track record of executing and delivering on aggressive call plans (past record of being able to “walk the halls” and get in front of customers to increase brand awareness, two-way dialogue and follow up with solution presentations based on the client’s needs)

Ability to work hand in hand with the Capture, Pricing and Proposal Managers to confirm that the solution and messaging stays consistent with what was presented to the customer during the sales campaign (Sandler model)

The BDR must operate within the “trust circle” with our clients, Acuity, and our Teammates’ with a win-win mindset as the priority. Consequently, there may be work that is too risky to pursue – the BDR should operate as a thought leader on this topic to help communicate and support management Acuity’s risk, financial performance and grow our P&CM business and “One Acuity.”

Acuity International is an equal opportunity/affirmative action employer. All qualified applicants will receive consideration without regard to race, color, sex, national origin, age, protected veteran status, or disability status.

For OFCCP compliance, the taxable entity associated with this job posting is:

Acuity-CHS, LLC

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