

Vice President, Business Development

TSSI's Vice President, Business Development will be responsible for prospecting, cold calling, pitching, negotiating with and closing major new customers and teaming partners. Specifically, he/she will identify, secure, develop, penetrate and open new business channels with government agencies at both federal and state & local levels; commercial entities related to transportation, hospitality/lodging, and other industries with security needs; and defense contractors. The ideal candidate will have in-depth experience in the marketing and sales of security and investigations services, emergency preparedness consulting and services, and security technology. Prior experience selling and working with large defense contractors and selling into channel highly desirable. Strong existing relationships in and knowledge of the above described channels required (these relationships should be at the senior/decision-making level). The successful candidate will have the ability to creatively identify new opportunities and will have demonstrated CLOSING success. The Vice President, Business Development should possess and be able to articulate a clear sales and sales management process.

Qualifications:

- Security and investigations; intelligence and analysis; or emergency management experience or business development experience in these domains required
- 10+ years of experience in a fast-paced consulting services or defense contracting environment
- 7+ yrs in a Business Development role with security and investigations; intelligence and analysis; emergency management; or defense
- Demonstrated capabilities in communicating and presenting at all levels of the organization
- Specific & in-depth knowledge of homeland security programs, emergency management principles, security technology and government markets (federal and state & local)
- Experience working with international markets desired
- Experience with contract negotiation and settlement
- Previous experience in start-up environment.
- Excellent relationship building, customer service
- Superior sales, presentation, communication and problem solving
- Motivated self-starter with entrepreneurial spirit and outstanding work ethic
- Analytical perspective and familiarity with basic research tools.
- Some travel required, extensive at times

Requirements:

- 10 - 15 years experience
- Bachelors degree