



## BUSINESS DEVELOPMENT MANAGER – DEFENSE AGENCIES

### Reports To

Vice President – Federal Services, Hagerty Consulting

### Job Location

Washington, D.C.

### Industry

Management consulting, focused on public sector clients

### About Hagerty Consulting

Hagerty is a growing public-sector management consulting firm seeking to continue growing its Federal practice in Washington, D.C. Based out of Evanston, Illinois, Hagerty has established a proven track record of creating teams that are known for vigorous project management skills, rigorous analytical methods and effective facilitation work, all to address complex, unique public sector issues. Our service lines focus on eight operational and advisory areas: 1. Business Process Transformation, 2. Facilitation, 3. Financial Management and Analysis, 4. Grant and Loan Management, 5. Policy Analysis, 6. Preparedness and Crisis Recovery, 7. Program and Project Management, 8. Strategic and Performance Management

### Job Description

The Business Development Manager is responsible for identifying and qualifying new business opportunities in DoD components and Defense Agencies, develop and execute capture strategies, and assist in the preparation of winning proposals. The candidate will focus on marketing primarily to DoD components that require finance, accounting, process improvement, strategic and performance planning, policy analysis and program management services. The ideal candidate will be a self-starter with a demonstrated track record of leveraging management consulting capabilities and experience into new client opportunities. Knowledge of marketing GSA MOBIS and FABS schedules is a requirement.

### Major Areas of Responsibility

- Developing marketing strategy and channels to DoD and related agencies
- Networking with potential large and small business partners
- Identifying, tracking, and qualifying Federal agency opportunities
- Developing and executing capture strategy
- Participating in trade shows, industry days, and conferences
- Supporting proposal development and submission processes

### Education and Experience

- Minimum, Bachelor's degree; preferably Masters degree
- 4 plus years of experience with business development, strategy, and capture processes, tools and execution
- Knowledge of Federal government contracting regulations
- Proposal writing and planning skills

- Ongoing affiliations with professional service or management consulting companies that provide services similar to those of Hagerty
- Experience with Big 4 professional service / consulting organizations in a business development capacity is a plus

### **Skills**

- Ability to establish and maintain network for government and industry contacts
- Exhibits entrepreneurial attitude and approaches
- Strong oral and written persuasive communication skills
- Excellent interpersonal and team oriented behaviors
- Excellent organizational and record keeping skills
- Strong computer skills in a Microsoft Windows environment, including Excel
- High level of confidentiality required
- Team player, strong work ethic, positive attitude, ability to work with minimal supervision
- Able to stay calm and poised under pressure and remain focused when working under tight deadlines

### **Compensation**

- Commensurate to documented salary history
- 401(k) with Company match
- Company-paid premiums for Life, Short-term and Long-term Disability Insurance
- End of year Health Care Premium Reimbursement of up to a maximum of \$2K for individuals and \$3K for individuals with families
- Potential for yearly performance bonus
- PTO (Personal Time Off) hours
- Paid holidays, sick leave, bereavement, professional development opportunities

### **Resume & Cover Letter**

Interested candidates must submit a cover letter and resume to [recruitment@hagertyconsulting.com](mailto:recruitment@hagertyconsulting.com). Salary history information is helpful. More information about the firm can be found at [www.hagertyconsulting.com](http://www.hagertyconsulting.com). No phone calls, please.