

Terma North America (TNA), the US subsidiary of Denmark based Terma A/S, is searching for a highly qualified **Market Development Manager** to join our team of exceptionally dedicated professionals in an exciting and rewarding fast paced highly successful company. Leveraging the outstanding Terma reputation and our strong relationship with the US DoD, Homeland Security and large Prime Contractors for more than three decades, Terma has developed a significant presence in the U.S. as provider of mission critical solutions for aerospace, defense and security sectors. We are known as an independent, agile, and fast responding partner for mission customized solutions. For further information, please visit www.terma.com.

Location: Crystal City, VA

The Challenge:

As a smaller niche company in a large industry we need to continuously evolve our partnerships with key stakeholders, increase the awareness of the company's brand in select communities and support business development efforts across several markets and business areas. Terma North America is looking for an energetic and dedicated Market Development Manager to help us further grow the success of our business in the U.S., Canada and Mexico.

Job Requirements:

- Boost Market Development activities in the U.S., Canada and Mexico by planning and executing participation in relevant external events like tradeshows and seminars
- Help expand the public exposure of Terma North America's Executive leadership and Subject Matter Experts in support of the company brand
- Coordinate and draft texts for external and internal communication
- Support company branding efforts on social media
- Identify, plan and execute company hosted seminars, workshops and high level meetings
- Support business development activities in relation to identified campaigns
- Contribute to corporate strategy development
- Ensure internal coordination with other regional offices
- All other responsibilities as assigned.

Qualifications:

Minimum Education and Experience:

- Bachelor degree in International business, Marketing, Political Science or related field plus minimum 3 years' experience working in an international organization with customers and colleagues all over the world

Required Skills and Experience:

- Experience with Marketing tasks like writing pieces for external communication and managing larger events
- Proficient with Microsoft Office Suite
- Functional knowledge of SharePoint
- Strong professionalism including excellent verbal, written and interpersonal communication skills
- Independent, able to take initiative and run own projects
- Ability to work in a fast-paced environment, prioritize assignments and multi-task under pressure of deadlines
- Ability to work in a multi-disciplinary team environment
- Ability to travel OCUNUS and CONUS



Preferred Skills and Experience:

- Master's degree
- Experience working in the US Aerospace, Government Contracting or Defense industry

To Apply: Send resume to Terma North America, Inc. – employment@termana.com

Terma North America, Inc. is an Equal Opportunity/ Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin, and requires affirmative action to ensure equality of opportunity in all aspects of employment. Executive Order 11246, as amended, protects applicants and employees from discrimination based on inquiring about, disclosing, or discussing their compensation or the compensation of applicants or employees.