

Terma Inc (TUS), a U.S. subsidiary of Denmark-based Terma A/S, is searching for a highly qualified **Director, Naval and Security Systems Business Development** to join our **Surveillance and Mission Systems** team. As a core member of the SMS BD team, this position will be responsible for the development of new business and for the retention and expansion of existing business. The position is critical to further expanding Terma's growing presence in US and regional markets with focus on expansion in all application areas for our radars.

Location: Preferred Arlington, VA or other TUS Locations in Atlanta, GA or Warrner Robins, GA or possible remote

The Challenge:

Pursue new opportunities and support existing customers/contracts in North and Central America in the following market segment:

Radar Systems:

- Coastal Surveillance Radar
- Vessel Traffic Services
- Naval Radar Surveillance
- Airport Surface Movement Radar
- Ground Surveillance Radar

Essential Job Tasks:

- Responsible for leading business development, key account management, and win strategy activities; accountable for meeting defined individual and organizational order intake objectives.
- Develops focused campaign capture plan objectives, strategies and tactics in conjunction with quantifying and qualifying opportunities.
- Interfaces directly with customer decision-makers to shape market opportunities and optimize business cases for new/existing products, technologies, and services. Work closely with end-users and customers to align and shape the technical, programmatic and budget requirements required for program definition.
- Work closely with the global Terma business development team, to develop and successfully market targeted, specific customer solutions.
- Opportunities to increase skill sets over time and to build a long-term career either within business development, operations, or through other opportunities within Terma.
- Conducts regular status and strategy meetings with the customer's senior management to understand their needs and link them to the organization's product/services strategies.
- Maintains strict compliance with company policies and procedures relating to Business Ethics and Code of Conduct, in addition to the specific procurement regulations established by the Federal Government and other customer communities.
- Establishes and maintains in-depth knowledge of Terma product lines and strategic directions.
- Coordinates closely with the Senior Director, SMS Business Development to manage, identify and pursue potential expansion and/or follow-on business within existing and developing business areas. Evaluates business opportunities and recommend pursue/no pursue and bid/no bid positions.
- Assesses and reports on competitor activities, capabilities, perceived strategies and new developments.
- Establishes and maintains effective liaison/interface at various levels within the customer community, including Government agencies, industry primes and potential subcontractors and teammates.

Qualifications

**Minimum Education and Experience:**

- Bachelor of Science degree in a technical field (Engineering, Aerospace, or Radar Technology) plus 10 years Sales and BD experience with experience working with DHS, DOT OR equivalent experience

Required Skills and Experience:

- Demonstrated experience in the following business disciplines: strategic planning, competitive assessment, development and implementation of strategic and operational plans, business acquisition processes, and proposal writing/management of the proposal process. In addition, a understanding of government procurement process for federal agencies such as Department of Transportation and Department of Homeland Security.
- Technical background must be sufficient to develop and provide customer briefings on Terma's Surveillance and Mission Systems product portfolio as it relates to each application.
- Excellent oral and written communication skills to develop external/internal papers, presentations, and business plans.
- MS Office experience (Word, Excel, Outlook, PowerPoint, etc.)
- Self-driven: Ability to work independently or as part of an international team.
- Good interpersonal skills and ability to navigate in complex organizations and markets.
- Demonstrated ability to communicate effectively with customers as well as with team members.
- Willingness to travel 40% Domestic and International
- US citizenship with ability to obtain and maintain a Department of Defense Security clearance.

Preferred Experience:

- Foreign Language: Spanish (written and oral)
- International program and/or business development experience.
- Formal capture training
- Technical/Hands-On experience with radars, radar technology and commercial applications
- Experience/Knowledge with Terma products or similar products

To Apply: Send resume to Terma Inc. – employment@terma-us.com

Terma 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.