



Sr. Business Development Manager– Columbia, MD

Here at Vulnerability Research Labs we have spent more than a decade becoming a technical leader in cyber security. We became a technical leader in the field because we believe in our mission – to be at the forefront of cyber security and deliver unparalleled capabilities that solve our customer’s hardest problems. We offer the opportunity to work on diverse technologies with hard working developers in an interactive company with a flat organizational structure.

We are currently seeking a Sr. Business Development Manager for our office in Columbia, MD. This position is responsible for identifying new opportunities and works with the team to develop strategy to infiltrate new customer base. The Business development manager will coordinate every aspect of the project from initial client interaction, preparation of quotes, reviewing and approving contract terms and customer communication during execution. This position will also work on strategic partnerships and internal business plans.

Your day-to-day at Vulnerability Research Labs:

- Lead the sales of our integrated platform and other software products to maximize value to the customer and revenue for the company
- Develop strategic and tactical relationships with organizations for multi-year bookings
- Coordinate responses to RFI and RFPs
- Work with the President and Management Team to determine contract strategy

Minimum Experience & Education

- Bachelor’s degree in Business or related discipline (Master’s Preferred)
- 6+ years’ experience in business development
- There are essential functions of this position that require work in the office or at customer sites

Additional Skills and Experience you will need:

- Experience with software product sales as opposed to services a plus
- Basic cybersecurity industry knowledge
- Must possess excellent written and oral communication skills
- Proven Proposal writing experience
- Exemplifies creative problem-solving abilities and strategic planning
- Capable of professionally managing confidential information
- Possesses superior organizational skills and the ability to manage multiple projects with shifting deadlines
- Comfortable working as part of a multidimensional team
- Must have strong computer skills and knowledge of common programs such as Microsoft Office
- Strategic Planning
- Exceptional leadership, time management, facilitation and organizational skills
- Possesses good working knowledge of FAR regulations and Business Management
- Previous experience working with contract regulations and the related laws is strongly preferred

Things we like best about VRL:

- The chance to work with the best in the business
- Minimal time in meetings
- The ability to go to conferences and training
- Real offices with doors and desks
- A well-stocked pantry with food and beverages
- Most of all: interesting and challenging work and a great team to work with!

Responsibilities:

- Business Development
- Customer Accounts
- Contracting

Qualified candidates should apply through <https://vrlsec.applicantpro.com/jobs/>. To learn more about VRL, please visit our website: <https://www.vrlsec.com/>.

VRL 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, national origin, disability, or veteran status, or any other protected class.

Please, no third-party firms

[EEO is the Law](#)