



# Vulnerability Research Labs

## Business Development Manager

Here at Vulnerability Research Labs we have spent more than a decade becoming a technical leader in cyber security. We became a 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're currently seeking a full-time Business Development Manager in our Columbia, MD office. 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

## Responsibilities:

- Business Development
  - Identify and hone potential partnerships, opportunities to enhance distribution and open-up new markets, and methods to increase efficiency within the organization's sales and marketing ability
  - Work closely with executives and operations specialists to improve operations planning and overall efficiency
  - Make presentations to company executives and management teams to highlight business and marketing opportunities
  - Identify opportunities to improve business processes and devise plans to implement these changes
- Customer Accounts
  - Maintain excellent working relationships with clients to ensure their needs are met
  - Provide support and advice on new potential businesses opportunities
  - Manage customer relations to increase the business's industry visibility and reputation
  - Prepare documents and information for requests for proposals (RFPs), which present new opportunities for business growth and enhanced operations
  - Work closely with project sponsor, engineering project managers to plan and develop scope, deliverables, required resources, work plan, budget and timing for new initiatives
  - Analyze, evaluate and overcome project risks and produce project reports for management and stakeholders
- Contracting
  - Create, prepare, review and edit contracts for customer accounts and help maintain beneficial contract structure for all VRL projects and programs based on customer and VRL needs
  - Meet with customers to discuss both legal and business matters
  - Provide advice and guidance to the different teams relating to contract generation
  - Support setting up contract mechanism to accept larger multi-year awards
  - Develop business structure that meets government compliance and allows for a commercial business model

**Job Requirements and Qualifications:**

- Bachelor's degree in Business, Engineering, or related discipline (Master's preferred)
- 6+ years' experience in business development
- Experience with software product sales as opposed to services a plus
- Basic cybersecurity industry knowledge
- 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
- There are essential functions of this position that require work in the office or at customer sites
- This position may require being fully vaccinated against COVID-19

*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*

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