



# Vulnerability Research Labs

## **Business Development Analyst**

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’re currently seeking a mid-level Business Development Analyst to support our team. This position requires a self-motivated individual who is ready to take on the challenges of wearing several hats on a small team. This role will support a wide range of business development activities, including:

- Building and maintaining customer relationships
- Supporting new business captures and proposals
- Creating marketing materials
- Coordinating and creating business agreements
- Managing business development tracking
- Communicating and coordinating with technical teams

## **Your day-to-day at Vulnerability Research Labs:**

- Solving customers’ challenging problems and generating your own ideas to improve our products
- Working directly with project managers and senior company leadership to ensure exceptional design, development, and delivery of the system
- Interfacing with developers across the organization to deliver value and efficiency to the team

## **Skills you will need and we will enhance:**

- 3+ years of customer engagement experience
- 5+ years of experience with presentation, proposal, and marketing material development
- 5+ years of government contracting experience or knowledge
- 3+ years of experience working with software development teams in a customer engagement function

## **Additional Qualifications:**

- Ability to communicate clearly with both business and technical employees and customers
- Strong knowledge of cybersecurity industry
- Strong communication & interpersonal skills
- Ability to identify ways that the organization can be more efficient and effective
- Ability to travel regularly locally and ~ 4 times a year remotely
- PMP Certification ideal but not required

**Things we like best about VRL:**

- Solving hard technical problems
- Dedicated time to learn, research, and engineer solutions with minimal distractions
- A strong focus on learning and career development including conference and training opportunities
- Individual offices equipped with employee driven choice of computers and equipment
- Fresh brewed coffee
- A well-stocked pantry with food and beverages
- Most of all: a technically challenging work place that takes care of its employees

VRL is proud to be an Equal Employment Opportunity employer and does not discriminate on the basis of race, religion, gender, national origin, color, age, military service eligibility or veteran status, disability, sexual orientation, marital status or any other protected class. We encourage and support workplace diversity.

Qualified candidates should send their resumes to: [info@vrlsec.com](mailto:info@vrlsec.com).

We are unable to hire non-US citizens. Please, no third party firms.