



Business Development Manager Prime

Location: Herndon, VA

Overview

Tyto Athene (formerly Black Box Government Solutions) is a full service integrator focused on helping clients accelerate their ability to make decisions by providing ubiquitous and secure access to enterprise information throughout their operating environment. Tyto Athene uses a myriad of technologies, innovative thinking, and proven processes to deliver successful outcomes for its clients worldwide. The Business Development Manager Prime's responsibility will be focused on expanding and securing new Professional and Managed Services business to new Federal and DOD customers.

Responsibilities:

- Ability to Identify qualified opportunities in the Managed and Professional Services space
- Successful candidate will be the Subject Matter Expert in assisting the development of proposal and quote response
- Knowledge and use of successful contract vehicles in this space is required
- Commitment to continuous sales process improvement (spends significant amount of time with customers; travels to see customers; and participates in events involving customers). Develop short and long-term strategies to grow Tyto brand equity.
- Build and foster partnerships with manufacturer and integrator team partners
- Develop and cultivate strategic relationships with key stakeholders acting as Tyto's primary contact. Identify major influencers and decision makers to help drive sustainable long-term partnerships
- Provide customer inputs regarding market conditions, competitor strategies and industry trends that drive real-time feedback and contributes to the solution by articulating voice of customer and user.
- Fully participate in capture and proposal management process
- Utilizes CRM to effectively self-manage activities to insure success with respect to revenue and growth. Responsible for building and managing an active pipeline of new opportunities.
- Professionally represent Tyto at all applicable tradeshows, meetings, trainings, industry associations, public events, etc.

Education/Experience:

- Bachelor's degree or equivalent technical experience
- 8 years recent and relevant work experience in selling professional and managed services with specific concentration on voice and data network solutions with a record of sales success within Federal Government;
- Knowledge of voice, data, and/or networking solutions/services/ is required



- Knowledge of Services in the Security Management, Critical Information Protection, Networks and Cyber Mission IT solutions for select Federal/Civil customers is a plus
- Understanding of industry leading partner offerings from demonstrated experience
- Proven aptitude for aggressively calling on new customer prospects and building relationships based on trust and integrity;
- Knowledge of capture management processes and practices within the Federal space
- Understanding of the methods behind Consultative solutions selling in the Federal Market place and focus on Key Decision Makers

Special Technical Skills/Knowledge Required:

- Knowledge of Government contracting requirements as it relates to selling professional and managed services
- Ability to develop cost baseline in a competitive environment for customer requests
- Proficient with written and verbal communication with, and to, internal and external stakeholders;
- Experience leading capture efforts, developing win themes, evaluating win probability, coordinating internal resources, and writing executive summaries;
- Excellent interpersonal skills, and the ability to work well within all levels of an organization;
- Oral Presentation skills; including development using Microsoft related products
- Ability to effectively interface with senior command and executive civilian personnel;
- Competitive mindset;
- Knowledge of Shipley Proposal methods;
- Excellent written and verbal communications skills;
- Travel as required – the successful candidate will be in Sales with a broad territory mostly Northern VA/DC based but additional travel will be necessary
- The successful candidate will be required to submit to a background investigation, and may be required to apply and pass a government security clearance investigation.