

Req #: L30340	Job Title: Manager, Business Development IETM	Department: Business Development	Contact: Elaine
Minimum Qualifications: This position requires a Bachelor's degree in Engineering or other related field, and 6-10 years business development experience in commercial and military display products and their applications. Must have experience in the development of market requirements and company strategic, tactical and capture strategies. Requires knowledge in software-focused product sales as relates to IETM products. Requires thorough knowledge in the areas of military/gov't procurement process and the display customer community. Prefer knowledge of selling personal computers and wireless technology. Also must be able to travel up to 50% of the time and possess an active Secret clearance or above at time of hire, or the ability to obtain such clearance. Job Description: The Manager will be responsible for identification, assessment and capture of new business opportunities as well as follow-on business opportunities for our Display products. Responsibilities include the development of business, marketing and capture plans; budgets and bookings forecast; participation in strategic and tactical planning; lead proposal efforts; advise management on customer relations. Candidate must be prepared to attend various industry conferences and meetings and be able to demonstrate the company's display product lines			