



## Job Description

Title: Business Development Specialist

Type: Full-time Employee

Quantum Improvements Consulting (QIC) is seeking a highly motivated and experienced Business Development Specialist with proven expertise in the Department of Defense (DoD) and Federal Government education and training domain. In this role, you will work with QIC leadership to identify business development opportunities, attend and represent the company at industry events and meetings, build winning teams with industry partners, manage a pipeline of opportunities, and write proposals with our technical and management teams. The ideal candidate will have a strong professional network in the DoD modeling and simulation, training, and education sector, demonstrating the ability to identify opportunities, develop strategies, and drive growth within this sector.

### Duties & Responsibilities:

- Utilize military background and understanding of DoD operations to identify and analyze business opportunities in the defense sector, specifically related to training, human performance, user experience, and related areas
- Develop and execute targeted business development strategies to expand the company's presence in the DoD training domain
- Foster relationships with key stakeholders, teammates, decision-makers, and potential clients within the defense industry
- Collaborate with internal teams to create tailored proposals that align with the training needs of the DoD and related agencies
- Create and maintain a pipeline of new business opportunities to hit company growth targets
- Conduct market research and stay updated on industry trends to inform business development efforts and maintain a competitive edge
- Participate in industry events, conferences, and networking opportunities to promote the company and establish partnerships

### Qualifications:

- Bachelor's degree in Business, Marketing, or a related field. Advanced degrees are a plus.
- Familiarity with CRM software, such as Microsoft Dynamics 365
- Proven track record of success in business development within the defense sector, with a focus on training, education, and human factors solutions
- In-depth understanding of the Department of Defense (DoD) procurement processes, regulations, and contracting mechanisms
- Strong personal and professional network with Government and corporate organizations in the DoD modeling and simulation, training, and education community
- Proven record of establishing lasting, effective partnerships with corporations in this sector
- Exceptional communication and interpersonal skills, with the ability to effectively engage with diverse stakeholders
- Strong analytical and strategic thinking abilities to identify and pursue opportunities that align with organizational goals
- Ability to work independently and collaboratively in a fast-paced, dynamic environment



**Preferred Qualifications:**

- Extensive military background and experience, preferably with high-level responsibilities or leadership roles
- Previous experience working directly with DoD agencies or military branches in a business development capacity
- Familiarity with various training methodologies, technologies, and best practices in the training domain

**Work Environment:**

The majority (75%) of this position will require travel to government, military, collaborator, or other office or military installation locations. Travel (flying or driving) may require extended periods of activity, walking, standing, or sitting for long durations (6-8 hours), crouching, kneeling, and carrying equipment. The remaining 25% of time may include work in a typical office environment and includes the use of a computer (6-8 hours per day), telephone, and web-based video communications.

**Travel:**

The Business Development Specialist will be expected to travel up to 75% of working hours per month for the following purposes:

- Business development opportunities
- Conferences and trade shows
- Team and organizational meetings (if remote)

**Security Clearance:**

All employees must have or be capable of acquiring a Secret DoD security clearance. Guidelines indicating those items that may prevent you from obtaining a security clearance can be found here: <http://www.fas.org/sgp/isoo/guidelines.html>.

**Background Check and Drug Testing:**

QIC and/or our clients may require background checks and drug testing at any time.

**Equal Opportunity:**

QIC is an equal opportunity employer and values diversity in the workplace. We encourage all qualified individuals, including those with military backgrounds, to apply for this exciting opportunity.