

Job Title:	Business Developer	Job Category:	Professional
Location:	Rockville, MD	Travel Required:	Some
Level/Salary Range:	Sr. Management	Position Type:	Full-time Exempt
HR Contact:	Susan Shelley	Date posted:	11/10/2009
Will Train Applicant(s):	No	Posting Expires:	Until Filled

Applications Accepted By:

Fax or E-mail:

(301) 309-8310 x 1729 or recruiter@themccgroup.com

Subject Line: Business Development Position

Attention: [Recruiting or HR Department RE: BD Position]

Mail:

The McConnell Group

Attn: Human Resources

1901 Research Blvd., Suite 502

Rockville, MD 20850

Job Description

Job Purpose:

This position will provide help support the strategic development and growth of the company by developing new business avenues and customers.

Duties:

- Developing leads and driving requirements from conceptualization to proposal submittal
- Execute proactive business outreach to key contacts in targeted segments to generate awareness of TMG
- Provide a clear, compelling and articulate explanation of our business value to prospective customers
- Generate qualified leads
- Schedule appointments and attend meetings with clients and business partners
- Must be able to work the business hours appropriate to pursue and close deals
- Follow all corporate and department policies and procedures
- Develop in-depth understanding of TMG contract vehicles
- Develop and foster relationships with customers, potential customers, subcontractors, and consultants
- Develops internal policies and procedures associated with business development
- Keep executive management team informed through detailed and thorough communication reports
- Support periodic reforecast of new business efforts

Skills/Qualifications:

- Bachelors degree in a technically related discipline
- 7-10 years of Business Development experience, preferably for a health/medical science company
- Outstanding verbal and written communication skills
- Proven history of developing qualified leads and meeting revenue goals through new business
- Strong computer skills, particularly Word and Excel
- Working knowledge of the FAR