

Business Development (BD) Associate

Posted Date: 1 November 2016

Closing Date: When Filled

Employment Type: Full - Time

Location: Washington DC Metro Area

We are seeking Business Development expert who can meet or exceed the following requirements for challenging, yet rewarding positions on our Team.

- Generating new business opportunities
 - Delivering prospect marketing brief/demos
 - Building prospect leads and contracts pipeline

- Developing strategic partnerships with other businesses and/or Government Clients.
 - Perform requirements gathering for marketing brief/demos.
 - Analyze customer needs in terms of current business obstacles, identify key gaps and opportunities, and etc.

- Developing and implementing BD development strategies and targets.
 - Developing and delivering sales progress reports, proposals, requirements documentation, and presentations as needed.
 - Analyzing and forecasting market activity and trends.

- Defining and facilitating core business development activities within selected sectors.
 - Developing and defining business cases using Government agencies practices.
 - Apply industry-specific knowledge and experience to bring new business and technology insights to prospect and existing Clients.

- Initiating, directing and managing all phases of a BD process.

- Other activities as required to support company BD operations.

If interested please e-mail your resume to show contact info. Candidates chosen for interviews will be contacted via e-mail or phone.

• *HR@ORQIDconsulting.com*

Thank you!