



Kituwah Global Government Group, LLC

POSITION: PRESIDENT

SALARY: Salary and Incentive Compensation Package Dependent upon Experience

REPORTS TO: CHIEF EXECUTIVE OFFICER (CEO)

General Function: Kituwah Global Government Group, LLC is a start-up tribal Government Contractor wholly-owned by the Eastern Band of Cherokee Indians. It seeks an experienced tribal 8(a) senior executive to navigate the process of applying for and receiving 8(a) certification for each of its subsidiaries in a timely fashion, then building those businesses in a controlled but rapid push into various government contracting opportunities.

We seek a candidate who has demonstrably grown a Tribal 8(a) from inception to revenues exceeding \$50 million and has done so profitably.

The successful candidate will be responsible for developing a Tribal 8(a) from inception. The President will be responsible for the new business pipeline, opportunity identification, qualification, shaping, strategy and positioning activities leading to the successful capture of multiple opportunities. Ideal candidate will have a proven record of success in growing start-up businesses utilizing both competitive and sole source acquisition vehicles in a tribal 8(a) environment. The President will be expected to lead a team of business development professionals to be successful in identifying, qualifying and closing enough deals to support the book of business within 36 months to \$50 million+ in annualized revenues. Demonstrated experience in successfully pursuing GWAC/IDIQ task orders in federal and other government markets is required. Experience with Entity Owned Firms (ANC, AIT, HNO) is required. The candidate will be responsible for core market sustainment and new business growth, new business opportunity identification, qualification, competitive positioning and capture.

JOB SUMMARY:

- Responsible for both Individual and Team Business Development contributions (Annual Revenue Goals).
- Responsible for Pipeline Development (strategic evaluation of potential business opportunities and provides input into the company's overall business strategy with a focus on the federal markets).
- Develops and manages the Strategic Planning Process and Implementation of the resultant Plan.
- Works with the Operations Managers to develop the organic growth plan, strategy, re-compete and new business commitments for the company.

- Collaborates and coordinates business development (BD) activities internally ensuring opportunities are prioritized and managed within the company.
- Assists executive leadership team in setting strategic marketing programs to drive organizational growth and meet established goals.
- Develops and maintains strong business relationships with key decision makers in relevant market segments. Works within the company to identify and leverage all relationships across the targeted market space.
- Develops and executes a tactical sales strategy for federal market segments.
- Based on analysis of customer research, develops a strategy to establish new business, expand and grow existing business. Identifies and/or develops customer needs.
- Identifies, cultivates, and establishes teaming agreements with key strategic partners based on analysis of market place. Develops strategic relationships for campaign pursuits, cultivating long term relationships with strategic partners.
- Critically evaluates overall operations, service delivery and win/loss records. Implements practices to improve efficiency and win record.
- Supports capture management and proposal development staff to ensure delivery of the highest quality products. Implements best business practices to ensure team evolves and remains competitive.
- Responsible for development of and management of New Business Budget.
- Responsible for managing department staff including hiring and termination decisions, performance evaluation, incentive programs and awards, coaching, mentoring and succession planning.
- Have responsibility for: customer contact, competitive intelligence, gap analysis and bid team structuring.
- Interface with industry peers and evaluate/recommend teaming arrangements.

JOB REQUIREMENTS:

- Bachelor's degree is required and Master's degree is preferred.
- 10+ years related experience working in the federal government contracting environment, preferably with Entity owned firms.
- 5+ years of experience in leading a team of five or more business developers.
- Must have effective oral and written communication skills coupled with the ability to establish and maintain productive customer and industry participant networks.
- Familiarity with the capture of Entity owned 8(a) and IEDC set aside new business capture and opportunities would be a plus.
- Understanding of key IDIQ/GWACs used across the IT market is essential.

CLEARANCE REQUIREMENTS:

- Must be a US citizen with ability to obtain a Government security clearance. Minimum clearance required is an active Secret clearance; Top Secret w/ SCI is preferred.

PHYSICAL DEMAND

- Routine office work
- While performing the job duties of this job, standing, walking sitting reaching and bending are required.
- Must have manual dexterity, visual acuity and be able to speak and hear.