

Packet Digital designs, develops, and markets advanced electronic solutions for portable electronic devices, embedded systems, agricultural products, and unmanned aircraft.

Business Development Manager

Reports To:

CEO

JOB PURPOSE:

To seek and develop business opportunities that align with Packet Digital's skills and strategic initiatives. This position requires the ability to communicate Packet Digital's technology and product positioning to both business and technical users.

Description of Duties & Tasks

Essential duties and responsibilities include the following. Other duties may be assigned.

- Build strong customer relationships and pursue and close new business
- Achieve and exceed revenue quota targets by winning new contracts and service orders through prospecting and developing new customer relationships
- Maintain an ongoing relationship with prospective clients continuously assessing and communicating how Packet Digital can meet their needs
- Develop and execute sales presentation to potential clients
- Respond to current/potential customer's inquiries
- Stay current on related technologies and products
- Represent Packet Digital at internal and external meetings
- Write proposals and statements of work for business opportunities
- Write proposals in response to government and DoD solicitations
- Work with product development team to implement products
- Some travel required

Knowledge & Skills

Must possess required knowledge and skill set to be able to explain and demonstrate with or without reasonable accommodations, that the essential functions of the job can be performed.

- Bachelor's degree in business, finance, or marketing. Degree in engineering preferred. 7-10 years experience preferred.
- Excellent oral and written communication skills
- Establish productive working relationships across the organization
- Exceptional team player
- Manage multiple tasks, setting priorities, and meeting deadlines
- Maintain confidentiality of work related information and materials

Contact & Deadline

Individuals interested in position should apply online at packetdigital.com/careers

Packet Digital assures equal treatment in the administration of all personnel matters including recruitment, selection, hiring, advancement, training and transfers, without regard to race,

religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, gender, sexual orientation, age, special disabled veterans, veterans of the Vietnam era, and other eligible veterans or any other protected class. Packet Digital also makes reasonable accommodations for disabled employees where appropriate and/or as required by law.