



Managing Principal & Business Development Lead

Req ID: SB_MPBD_01

Position Title: Managing Principal & Business Development Lead (MP)

Classification Requirement: TS/SCI with CI polygraph

Position Description:

The Managing Principal & Business Development Lead is the focal point for generating business in an assigned area. The candidate creates and leverages a network of organizations, companies and people with a focus on the Intelligence Community and its evolving technical needs. The candidate's primary responsibility is understanding how SAGE Black's capabilities are best used to solve potential customer's problems, and instilling confidence in those customers that SAGE Black is the best fit for their organization. The MP is the primary liaison between companies in their assigned area and the SAGE Black Leadership. In addition to generating business, the candidate facilitates any local actions needed for on-boarding new employees into customers' locations in the assigned areas and for direct billing on programs in his or her area. Because we serve on a greater team that serves our country, the Managing Principal, Business Development is required to possess an active Top Secret/ Sensitive Compartmented Information (TS/SCI) security clearance and successfully complete a counterintelligence (CI) Polygraph.

Required Skills:

- Current TS/SCI Security Clearance
- Successful experience selling engineering services to the US Government
- Excellent personal relationship skills
- Strong written and verbal communication skills
- Ability to grow a network of organizations, companies and people in the assigned area
- Fully understand the technical needs of companies in the assigned areas
- Possess a solid understanding of the technologies used in the industry
- Ability to cross reference customer needs with company capabilities and articulate those needs to both the customer as well as SAGE Black management
- Understand distributed Big Data storage technologies such as Hadoop, HBase, Cloudbase, Accumulo, Cassandra and Big Table
- General understanding of high level languages such as Java, C++, Python
- Ability to work and thrive both autonomously and in a team environment
- Willingness to mentor and teach more junior members of the team
- Can-do attitude to developing a small company to the next level

In addition to the above skills, the successful candidate will possess some subset of the following:

- Understanding of Big Data technologies, their advantages, disadvantages and current technologies
- Understanding of cloud computing and its advantages, disadvantages and implementations
- Understanding of the software development lifecycle to include Agile software development

SAGE black is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, pregnancy, sexual orientation, gender identity, national origin, age, protected veteran status or disability status.

Position Locations: DC/Maryland/Northern Virginia

Security Clearance: TS/SCI w/Poly

Business Unit: Intelligence Community & DoD customers

Programs: Confidential

Position Class: Business Development & Service delivery

Position Category: Managing Principal

Virtual: Yes

Relocation Available: Yes

Work Schedule: Regular and 9/80 available

Full-Time / Part-Time: Full-Time