

**Job Description**  
**ITS America**  
**Senior Vice President, Business Development**

**FLSA CLASSIFICATION:** Exempt

**REPORTS TO:** CHIEF OPERATING OFFICER

**DATE UPDATED:** 4/2021

**Position Summary:**

This position is a key role within the executive leadership team that will drive overall revenue growth for ITS America (“ITSA”) by expanding business opportunities into multiple Federal government departments and agencies to grow and diversify government contract work. The SVP of Business Development will be responsible for identifying, securing, and implementing all new contractual work. This position will also collaborate with other senior staff to identify expansion opportunities for ITS America’s membership pipeline in conjunction with new business opportunities and help shape new non-dues revenue initiatives for the organization.

**Essential Duties and Responsibilities:**

- Lead business development initiatives within ITSA’s Technical Programs department, focusing on the identification and capture of multi-year contracting opportunities with the Federal Government and other potential clients.
- Apply best practices for effective contract negotiation, implementation, pricing structure, billing design, and contract management.
- Serve as ITS America’s advocate in developing federal government contracting objectives and creating new and innovative non-dues revenue streams for ITS America through training, workshops, and other initiatives.
- Enhance, flesh out, and implement organizational vision as established in ITS America’s Strategic Plan to develop new business opportunities for the organization to meet revenue targets.
- Expand revenue-generating activities to support existing members and the growth of new membership.
- Attract, develop, coach, and retain high-performance staff, empowering them to elevate their level of responsibility, span of control, and performance.

- Provide leadership in developing multi-team communication and cohesiveness, supporting other functional and operational areas within ITS America.
- Work collaboratively with other senior management team members to integrate cross-program activities that promote ITS America's goals and enhance the functionality of the whole organization.

**Qualification, Knowledge, and Skill Requirements:**

- Prime candidates should have at least 15 years of work experience with at least 7 years managing business development, marketing, and sales in the federal government environment.
- Extensive experience in leading business development, marketing, and sales endeavors in a non-profit organization or federal government contracting.
- A demonstrated passion for the transportation field, especially in the application of technology, including existing ITS and on-demand mobility technology, cybersecurity, and emerging technologies in the ITS space.
- Experience with relevant tools and services (such as GovWin, FPDS, USASpending.gov, LinkedIn, etc.) to gather information on opportunities, customers, and incumbents.
- A strategic visionary; able to anticipate future research direction and promote it to secure future long-term funding.
- Strong business and financial skills; able to make prudent, action-driven decisions. Can effectively prioritize and handle multiple tasks. Adept at dealing with a variety of agendas/issues.
- Able to well represent ITS America to diverse constituencies (government agencies, corporate leaders, etc.).
- Ability to interact with confidence with senior leaders in government Agencies, Congress and the private sector to identify research and development priorities.
- Base of contacts in the Federal contracting space. Proven experience building subcontract teams.
- Familiarity with grant management and processes and the rules for federal grant administration.

- Excellent communications skills; able to interact effectively with senior government officials, Congress and the private sector.
- An effective project manager; able to establish priorities and simultaneously move multiple programs forward; able to make the trains run on time.

#### **TRAVEL REQUIREMENTS**

- Overnight, non-local travel ~ 25% of the time. (At this time, all non-essential travel is restricted due to Covid-19).

#### **PHYSICAL DEMANDS**

- Tasks involve some physical effort, including light to moderate standing and walking, frequent light lifting (up to 15lb.), and minimal dexterity in the use of fingers, limbs, or body in the operation of standard office equipment. Tasks may involve extended periods at a computer to perform the majority of the work.
- An extended period of sitting at a workstation or desk. Manual dexterity to work efficiently on a computer keyboard for data entry and use other electronics and equipment routinely found in a professional office setting.
- Task requires:
  - Sound perception and discrimination
  - Visual perception and discrimination
  - Verbal communication ability.

#### **WORK ENVIRONMENT:**

All employees are responsible for their safety, as well as that of others in the workplace. To help us maintain a safe workplace, everyone must be safety-conscious at all times. This position is performed in a typical office environment where the noise level is usually quiet to moderate. Work may occasionally be performed in public settings or venues such as conferences or workshops where moderate to loud noise from multiple ongoing conversations and presentations may coincide. While performing the duties of this job, the employee is occasionally exposed to moving mechanical parts and vehicles. Safe use of equipment and safe practices while on ITS America or Customer property is essential.

#### **DISABILITY SPECIFICATIONS:**

ITS America will make reasonable accommodations in compliance with the Americans with Disabilities Act of 1990 and its amendments and other applicable local and state employment and disability laws.

**ITS America is an Equal Opportunity Employer (EOE)**