

Job opportunity for

Director for R&D Business Development & Program Management

Silvus is a 70 person fast paced high-tech company that has experienced double and triple digit growth over the past few years. As the youngest entrant into the MANET market, Silvus has displaced incumbents and has established itself as the go to provider for the most technologically advanced MANET solution in the market. To maintain its technological edge, the company is creating a new position. The Director for R&D Business Development and Program Management will be responsible for managing Silvus' technology development life cycle from inception, through business development, capture, and ultimate introduction into the product and the market. The role is a combination of Business Development, Project Management, along with elements of product management. The role strikes a healthy balance between both outward customer focused activities as well as inward project management.

The Opportunity

Must be a U.S. person (U.S. Permanent Resident or U.S. Citizen).

This is a unique opportunity for someone who enjoys blurring the rigid predefined roles and side stepping the bureaucracy associated with technology development in large defense contracting firms. Silvus' success is in its nimbleness and its ability to motivate and empower talented individuals to experience firsthand the impact of their labors.

Responsibilities

- Works both independently and with designated teams to identify opportunities aligned with the company's strategic goals.
- Develop and execute tactical plans in support of business development strategies
- Identify bid opportunities, coordinate responses with team, negotiates with potential large/complex customers
- Serves as an integral member of the capture team to ensure that the capture strategy delivers an outcome that simultaneously meets the customers needs while advancing the company's strategic goals
- Serve as the primary face to the customer during program execution, and work with the PI to ensure timely and successful delivery to customer expectations and satisfaction.
- Stay engaged with the product engineering teams to ensure proper transition of the technology into Silvus' commercial product line.

Silvus Technologies, Inc.
(310) 479-3333
www.silvustechnologies.com
10990 Wilshire Blvd., Suite 1500, Los Angeles, CA 90024

SILVUS

TECHNOLOGIES
Leading the MIMO Revolution

Qualifications

- BS (MS preferred) in Electrical Engineering with 10+ years of experience in the field of wireless communications serving in Business Development and/or Program management roles
- Experience with US DoD R&D organizations such as DARPA, ONR, AFRL, C5ISR (formerly CERDEC) etc. and the ability to travel up to 35% of the time.
- Experience with US government (military) contracting procedures
- Experience developing and presenting proposals
- Understanding of US military procurement planning cycles

Contact Information

Interested candidates should email their resume to jobs@silvustechologies.com

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