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| Job Title: | Director of Federal Business Development at r4 | Job Category: | Director |
| Location: | Lawton, OK | Travel Required: | Up to 40% of the time |
| Level/Salary Range: | Negotiable | Position Type: | Full-Time |
| Date Posted: | 12/01/2023 | Posting Expires | TBD |

Applications Sent To:

[Director of Federal Business Development - DPRA Incorporated - Career Page \(applytojob.com\)](#)

Job Description

Helping our clients achieve their goals starts with attracting and obtaining top talent! We look for highly innovative and bright individuals; give them the tools they need, then give them the freedom to do what they do best. We empower our employees to make the best of their opportunities in a rewarding and challenging environment.

We have a passion for excellence! Our employees thrive on making a difference and generating results for our clients in a flexible environment that offers support and camaraderie. No matter where you are located, DPRA offers learning opportunities and a flexible work style to help our staff manage responsibilities and add balance to their lives.

Along with a flexible workplace, DPRA offers a Total Rewards program that provides its employees with not only a competitive salary, but also covers a wide variety of benefits and programs. If you are looking for a challenging position in an innovative company, then this is the position for you.

Currently, DPRA is searching for a Director of Federal Business Development in r4's FISTA AI Center of Excellence (FACE) at FISTA Park in Lawton, Oklahoma. This full-time position will be responsible for improving r4's market position and achieving financial growth – focused on Workforce Development/Talent Management programs for the DOD and other Federal Agencies.

We are seeking someone with an entrepreneurial spirit and passion for sales, who takes a hands-on approach to building business opportunities with a proven track record of success. The incumbent defines long-term organizational strategic goals, builds strategic customer relationships, identifies business opportunities, negotiates, and closes business deals and maintains extensive knowledge of current Federal and DOD market conditions. The Business Development Director works closely with the CEO, the COO, and other managers to increase sales opportunities and thereby maximize revenue for r4. The Business Development Director will find potential new customers, present to them, and ultimately convert them into clients, and continue to grow business in the future. This position will also help manage existing clients and ensure they stay satisfied and positive. The individual will work preliminary coordination with other partnering firms and consultants to build teams and target additional clients. This position is at the r4 Center of Excellence, and the employee will be hired and administered through r4's integration partner – DPRA Incorporated.

Essential Job Duties and Functions:

- Effectively manage complex contracts negotiations and close new business deals with DOD, other Federal government agencies, and other potential customers (to include international customers).
- Develop and maintain a robust deal pipeline toward targeted entities to continuously grow the business and generate sales.
- Prepare and present powerful, persuasive sales presentations that effectively demonstrate the value proposition of R4's products.
- Manage existing clients, ensuring they stay satisfied and positive.
- Work preliminary coordination with other partnering firms and consultants to build teams and target additional clients.

Basic Qualifications:

- Bachelor's Degree in Business, Finance, or other related field, or equivalent work experience required.
- Previous workforce development, economic development, or advanced analytics service highly preferred. Knowledge about national and state workforce and economic systems landscape is a must.
- Ability to work independently with little to no supervision and be a self-starter is required. Strong and consistent follow-through on initiatives required.
- Knowledge of the structure and functions of DOD required. Previous experience working within the DoD or other Federal Agencies preferred.
- An understanding of Federal Acquisition Rules (FAR) and Contracting process is preferred.
- Knowledge and experience dealing with Ft Sill, OK is a plus.
- Ability to network and create positive interactions and opportunities a must.
- Previous sales and or marketing experience preferred.
- The aptitude to think quickly and come up with effective solutions.
- Computer skills and knowledge required. Previous experience working with MS Office, mainly MS Outlook, Excel, Word and PowerPoint, highly preferred.
- Fluency in AI/Machine Learning, database systems, and data science/applications.
- Preferred background in software development or familiarity with Python, SQL, SAS, VBA, JAVA, AWS, GCP, Azure and other AI/ML technologies.
- Excellent oral and written communication skills. The ability to effectively plan and organize appointments and meet deadlines is required.
- Experience in proposal writing and putting together effective presentations is highly preferred.
- Ability to obtain and maintain a DOD Security Clearance is required.
- Travel required – up to 40% of the time.

DPRA is an EOE – Females/Minorities/Protected Veterans/Individuals with Disabilities