



We produce the clearest, most realistic and advanced holographic images in the world.

Zebra Imaging is pushing the boundaries of color, interactive, real-time holography. Zebras include world-class experts and inventors in the areas of 3D imaging, holography, computer graphics, 3D data processing, and systems design. Located at the edge of the Texas Hill Country in wooded Austin, surrounded by high-technology, this is an extraordinary career opportunity for an ambitious, results oriented business development manager seeking a strategic position within a high growth, cutting edge corporation.

Manager, Federal and DoD Business Development

The successful candidate must be capable of promoting the corporation's image, vision, and products to executive management within the government and partner industries with evangelical zeal. The successful candidate will work in Austin reporting to the Vice President of Business Development to achieve corporate bookings and revenue goals. This position is responsible for developing new Federal and DoD contracts for Zebra Imaging's business pursuits in the DoD, Intelligence, and DHS markets through direct customer sales and partnership alliances. Primary responsibilities include market analysis, managing senior customer workshops and demonstrations, preparation of marketing collateral, opportunity identification, business capture, development of new customer relationships, development and execution of business strategies, expansion of ongoing contracts, creation and capture of program spiral upgrades, and the identification and closure of partnerships and alliances.

Essential Job Functions

- Define government and commercial marketplaces for holographic display products and services
- Develop market strategies and long range business plans
- Establish close working relationships with potential government and commercial customers
- Establish formal government requirements within the DHS, DoD and Intelligence communities
- Identify and develop partnerships and alliances to create growth markets and access needed complementary technology
- Work with customer to establish budgets allowing scheduled and unscheduled contract growth
- Identify, qualify, and capture new contracts that are of strategic and financial importance to the company
- Manage and provide updates to upper level management concerning plans and strategies, opportunity status, progress against goals, bookings, customer issues, forecasts, and marketing expenses
- Create new markets, formal customer requirements, and budgets for Dynamic 3D displays and associated software

Knowledge, Skills, and Abilities

- Demonstrated personal success in the identification, pursuit and capture of contracts for the Federal Government, particularly for the military
- Must demonstrate detailed knowledge of the DoD acquisition process including requirements definition, budgeting, contracting, FARs and DARs, product delivery, and contract closure
- Demonstrated record of personally developing and capturing new business directly with DoD, the Intelligence

Community, or DHS

- Must demonstrate creativity and knowledge of how to prosper in emerging markets
- Experience in production and R&D programs
- Excellent interpersonal, presentation and persuasion skills
- Ability to work equally well as a manager or member of pursuit team
- Ability to communicate in a thorough, clear and timely manner to the most senior customer levels
- Must be a self-starter and require minimal daily direction
- Desire to make an impact in a hands-on, results oriented growth company
- Proficiency with Microsoft applications (Word, Excel, and PowerPoint)

Requirements

- 5 years experience in direct Business Development to the DoD for multiple, simultaneous programs
- Technical degree in EE, Optics, Physics, or Mechanical engineering
- Must have active security clearance with ability to obtain and maintain Top Secret special access.
- Must be willing to travel up to 50% of time
- Experience with DoD Intelligence Community is beneficial
- Must be willing to locate to Austin, Texas

Key Words: , DoD, Department of Defense, Intelligence Community, IC, Department of Homeland Security, DHS, customer account, customer relationship, business development, contract execution, marketing strategies, security clearance, program manager

Zebra Imaging offers highly competitive base salaries, stock options and a full complement of benefits upon date of hire. Traditional benefits: medical dental, vision and life insurance, short-term and long-term disability insurance, 401(k) plan, educational expense reimbursement, three weeks vacation and 10 paid holidays annually. Non-traditional benefit: An opportunity to contribute to this leading edge technology in a fun, energetic environment.

Check us out at: www.zebraimaging.com

Candidate must have the permanent and legal right to work in the United States for any employer.

Send resume to: Recruiting@ZebraImaging.com with BD Mgr in subject field.