



-SINCE 1968-

16818 Marquardt Avenue, Cerritos, California 90703 U.S.A.

ph 562.407.5375 • fax 562.407.5376 • e-mail [olympic@ctcoa.com](mailto:olympic@ctcoa.com) • website [www.ctcoa.com](http://www.ctcoa.com)

**Job Title:** Government Sales Business Development Manager

**Company Overview:** For over 50 years, we have proudly served as a leading aerospace supply company, catering to the diverse needs of the industry with unparalleled expertise and dedication. Established with a vision for excellence, we have evolved into a trusted name synonymous with quality, reliability, and innovation.

**Job Description:**

We are seeking a talented and experienced Government Business Development Manager to join our team. The Government Business Development Manager will be responsible for identifying, pursuing, and securing business opportunities within the government sector. The ideal candidate will have a strong understanding of government procurement processes and experience in generating leads and closing sales through various government bid platforms.

**Key Responsibilities:**

Key responsibilities for this position include monitoring various bid boards such as DIBBS, GSA, ProsV, and SAM.gov to identify government contract opportunities within the assigned market segment. The role requires proactive research into agencies' procurement needs, participation in industry events, and networking with industry and government decision-makers. It is crucial to track and qualify both inbound and outbound opportunities to ensure they align with the company's objectives and capabilities. The successful candidate will manage these opportunities from inception to completion, which involves quoting prices, establishing contract terms, warranties, and setting delivery dates. Utilizing an ERP system effectively is essential for entering all quotes, processing orders, and maintaining accurate records of sales activities, opportunities, and pipelines. Additionally, the role involves creating and maintaining sales documentation to ensure compliance with company standards and government regulations. Post-sale, the candidate will consult with clients to resolve issues and provide ongoing support, which is vital for maintaining customer satisfaction and fostering long-term relationships.



-SINCE 1968-

16818 Marquardt Avenue, Cerritos, California 90703 U.S.A.

ph 562.407.5375 • fax 562.407.5376 • e-mail [olympic@ctcoa.com](mailto:olympic@ctcoa.com) • website [www.ctcoa.com](http://www.ctcoa.com)

### **Qualifications:**

- Bachelor's degree or equivalent
- Minimum of three years' experience in a sales or business development role
- Knowledge of government procurement processes and regulations, including familiarity with DFARS, PROS, DCAS, DCMA, ITAR, US Department of State regulations, and TINA.
- Ability to design, implement, and improve customer- and sales-oriented strategies.
- Familiarity with bid board tools such as SAM.gov, GSA eBuy, DIBBS, ProsV, and similar platforms.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently, prioritize tasks, and meet deadlines in a fast-paced environment.
- Proficiency in ERP systems and Microsoft Office Suite.

### **Desired Skills & Qualifications:**

- Familiarity with military aerospace or selling military aerospace products.
- Familiarity with government contracting and/or export compliance.

### **Benefits:**

- Competitive compensation package
- Incentive/bonus plan
- Medical, Dental, Vision and Life Insurance
- 401k with company matching
- Paid vacation, holidays, and sick time

This position requires access to information that is subject to compliance with the International Traffic Arms Regulations ("ITAR") and/or the Export Administration Regulations ("EAR")

A "U.S. person" according to their definition is a U.S. citizen, U.S. lawful permanent resident (green card holder), or protected individual such as a refugee, or asylee

-SINCE 1968-



16818 Marquardt Avenue, Cerritos, California 90703 U.S.A.

ph 562.407.5375 • fax 562.407.5376 • e-mail [olympic@ctcoa.com](mailto:olympic@ctcoa.com) • website [www.ctcoa.com](http://www.ctcoa.com)