



## **Business Development & Capture Manager**

**Las Vegas, Nevada | Full-time | Hybrid or Remote Work (Possible)**

### **Overview:**

Global C2 Integration Technologies (GC2IT) is seeking a talented and driven Business Development & Capture Manager responsible for identifying, qualifying, and capturing new business opportunities within the defense, intelligence, and federal government contracting sectors. This role requires a highly strategic and proactive professional with a deep understanding of government procurement, customer requirements, competitive intelligence, and federal acquisition strategies.

The ideal candidate will have a proven track record of successfully leading capture efforts and managing full lifecycle business development strategies in the DoD, Intelligence Community (IC), and other federal agencies.

### **Key Responsibilities:**

#### **Opportunity Identification & Capture Strategy**

- Proactively identify, assess, and pursue new business opportunities aligned with GC2IT's core capabilities and strategic growth objectives.
- Develop and execute comprehensive capture strategies for priority pursuits, including intelligence gathering, win themes, and price-to-win analysis.
- Lead teaming and partnership development, negotiating prime/subcontractor relationships, NDAs, and teaming agreements.
- Drive the bid/no-bid decision process and ensure resources are aligned for high-probability pursuits.
- Maintain a pipeline of opportunities using GovWin, SAM.gov, GSA, and other federal acquisition platforms.

#### **Customer Engagement & Relationship Management**

- Establish and maintain trusted relationships with government agencies, contracting officers, industry partners, and key stakeholders.
- Develop customer engagement strategies to enhance GC2IT's visibility and credibility within federal agencies.
- Attend industry events, conferences, and briefings to stay informed on government initiatives, funding trends, and procurement forecasts.
- Serve as a liaison between internal teams and external customers, ensuring the alignment of technical solutions with customer mission needs.



## **Capture & Proposal Development Leadership**

- Lead end-to-end capture efforts for competitive bids, including technical solution shaping, competitive analysis, pricing strategies, and proposal planning.
- Manage the development of win themes, differentiators, value propositions, and proposal narratives.
- Work closely with proposal teams, solution architects, and pricing analysts to develop compliant and compelling proposal submissions.
- Ensure proposals reflect a deep understanding of customer missions, pain points, and procurement strategies.

## **Strategic Planning & Competitive Intelligence**

- Conduct market research, competitive analysis, and business intelligence gathering to identify trends, opportunities, and risks.
- Develop and refine corporate growth strategies for long-term positioning in key government markets.
- Monitor policy changes, budget allocations, and government acquisition trends that impact contracting opportunities.
- Lead internal strategy sessions, providing guidance on upcoming opportunities and positioning efforts.

## **Qualifications & Experience:**

**Education:** Bachelor's degree in business, Marketing, Engineering, Political Science, or a related field (master's degree preferred).

### **Experience:**

- 7+ years of experience in business development, capture management, or sales within the federal contracting space.
- Proven track record of winning and managing multi-million-dollar DoD, IC, or federal contracts.
- Extensive knowledge of DoD, Intelligence Community, DHS, DOJ, or other federal agencies' acquisition processes and funding cycles.
- Experience leading capture teams and developing winning proposal strategies for competitive bids.
- Strong background in federal procurement processes, contract vehicles (GSA, IDIQs, OTAs, GWACs, BPAs), and acquisition regulations (FAR/DFARS).



- Experience in developing and maintaining teaming agreements with prime contractors, subcontractors, and small business partners.

### **Skills & Abilities:**

- Expert in full-lifecycle capture management, from opportunity identification to post-award execution.
- Strong networking skills with the ability to engage senior-level government officials and industry executives.
- Excellent negotiation, communication, and presentation skills.
- Ability to analyze customer needs and develop tailored solutions that align with mission objectives.
- Highly analytical and data-driven, with proficiency in price-to-win analysis and competitive assessments.
- Self-starter with the ability to work independently while collaborating across functional teams.
- Proficiency with CRM tools, Microsoft Office Suite, and market intelligence platforms (GovWin, FPDS, etc.).

### **Preferred Qualifications:**

- Understanding of federal budgeting cycles and contract funding mechanisms.
- Existing relationships with government acquisition leaders, DoD program managers, and prime contractors.

### **Salary Range: \$140-\$170K**

**PHYSICAL DEMANDS:** The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job the employee is regularly required to climb, bend, stretch, walk, sit use hands to handle or feel; frequently use fingers to type; talk and hear; occasionally stand, kneel, stoop, crouch, bend, twist or reach out; may require lifting or moving 10 lbs.; frequently required to reach with hands and arms. Vision requirements for this position include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus. Ability to sit for long periods of time.

**WORK ENVIRONMENT:** Work environment will have moderate noise when working in an office environment.



**ADDITIONAL INFORMATION:** Equal Opportunity Employer - The Company does not discriminate based upon race, religion, color, national origin, sex, sexual orientation, gender, gender identity, gender expression, transgender status, sexual stereotypes, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.

All applicants must be able to perform the essential functions of the position, including corresponding core job requirements, with or without reasonable accommodation. Reasonable accommodation may be made to enable individuals with disabilities (and others in accordance with applicable law) to perform the essential functions of the job, consistent with applicable laws and Company policy.

Please email inquiries to: [jobs@gc2it.com](mailto:jobs@gc2it.com)