

Vice President of Proposal Management

Currently ranked #48 on the Solution Provider 500, the award winning ThunderCat Technology is a Service-Disabled Veteran-Owned Small Business (SDVOSB) that delivers technology products and services to government organizations, educational institutions, and commercial companies. Led by a combat-wounded CEO, ThunderCat is a systems integrator that brings an innovative approach to solving customer problems in and around the datacenter by providing strategies for Data Storage, Networking, Cyber Security, and Cloud Transformations. A proven leader, ThunderCat Technology provides and optimizes technologies from best of breed manufacturers. Clients include DOD, DHS, VA, Treasury, FBI, State of Virginia, State of NY, Sony, VISA, and CareFirst. www.thundercattech.com

As a Vice President of Proposal Management, you are responsible for managing a team dedicated to the production of written responses to Federal, SLED and Commercial proposals. The Position is part of Sales Operations which requires advanced expertise in Capture and Proposal processes. The candidate shall be capable of conversing with potential teaming partners, communicating directly with the client, rapidly reviewing and assessing the impact of a solicitation on sales, engineering, operations, and other functions. This expertise includes providing guidance to subordinates on organizing the proposal response. The candidate will work directly for the Chief Operating Officer.

Primary Responsibilities:

- Expert at assessing our competitiveness and winning potential new business through solicitations, sole source solutions or contract novation.
- Maintain a target list of forecasted opportunities that potentially expand ThunderCat's revenue stream
- Oversee, direct and lead proposal operations which includes Work Breakdown Structures; Management of cross-functional contributors, Assistance provided by outside partners and experts, Driving win themes; and maintaining the integrity of the review process.
- Ability to oversee, manage and lead large contract pursuits simultaneously or concurrently at any given time.
- Expert at rapidly editing, importing, exporting, writing, and formatting proposals for both complex bids and standard routine bid responses.
- Management of proposal production and related time-sensitive logistics, ensuring the correct proposal format (electronic, hardcopies, font/ style management), binding, and shipping are completed.
- Analyze and report weekly, monthly, quarterly and annual key performance proposal success track record, to include wins and losses.
- Maintain a database of reusable content.
- Be an example for all in terms of ethics and compliance. Conduct yourself in a manner that is consistent with the Company's Code of Business Ethics and Conduct.
- Conduct all project management operations in a manner that is consistent with the Company's Code of Business Ethics and Conduct

Skills:

- Excellent organization and time-management skills to keep pace with an energetic sales force.
- Excellent written and oral communication skills that meet company licensing, branding, marketing, and legal standards.
- Advanced proficiency in Microsoft Word, PowerPoint, and Excel; knowledge of Microsoft Visio is preferred.
- Expert at overseeing the management and development of winning proposals; meeting 100% compliance with the proposal's requirements
- Experience working with multiple solicitations at the same time and meeting deadlines.
- Capacity to work collaboratively, and act in a lead role as a proposal subject matter expert, within a

team environment to meet aggressive goals and pre-defined measurement criteria.

- At least ten years of experience with Federal proposals is preferred.
- Familiarity with the basic concepts of hardware and software is preferred.
- Substantial understanding of technical, financial, sales, and marketing processes and objectives, as related to proposal management.
- Proven record of developing, writing creatively, and winning proposals.
- Excellent research and analysis skills, thorough in following issues to a successful conclusion.
- Program Management training or demonstrated project management experience.

Experience:

- A minimum of 5 years of experience is required; 6 to 8 years of experience is preferred.
- A Bachelor of Science or Bachelor of Arts Degree or equivalent experience is required.
- Demonstrated ability to complete multiple, moderately complex technical tasks.

Salary and compensation commensurate with experience. Benefits include, health club membership, health insurance dental, vision, short- and long-term disability, life insurance and 401(k).