



## **Business Development Leader - DoD**

Axellio ([www.Axellio.com](http://www.Axellio.com)), an innovator in advanced edge computing products located in Colorado Springs Colorado, is searching for an experienced **DoD Business Development Leader**. This is an excellent opportunity to leverage your relationships and DoD selling expertise to drive revenues of a revolutionary product line while working alongside industry recognized engineers and business leaders. The perfect candidate will possess all the qualifications below and be a successful strategist and a “roll-up your sleeves and get it done” leader ready to make an impact with tomorrow’s technology!

### **The Job:**

Develop and grow the DoD sales of Axellio products and solutions by helping to craft the successful strategy and leveraging existing relationships and creating new ones. This position will be responsible for managing all efforts of securing and winning each opportunity including sales, marketing, partnership formation, relationship building, technical and business requirement analysis, solution developments, etc. This position reports to the Chief Revenue Office and readily interfaces with the Executive Leadership Team, Engineering, and Finance in a holistic and collaborative approach to business development.

### **The Candidate:**

- Bachelor’s degree and 5-10 years of industry experience in business development or sales at a Defense Contractor or high-tech company
- Past distinguished service in the military – achieving the rank of **Captain, Major, or Lt. Colonel** and has TS or better clearance
- **NCO’s** in cyber security, signals, satellite operations are also desirable
- Understands how the department of defense and branches are organized, and how contracts and money flows work
- Extensive contacts within the SI community
- Familiar with many programs related to security, signals, satellite ops, and forward command posts
- Strong technical aptitude and the ability to apply technology to solve business problems
- Proven ability to achieve results working with complex organizations, both internally and externally
- Understanding of relevant market trends and opportunities
- Excellent and proven presentation and Consultative skills
- Negotiator - can reach appropriate resolution in many varied situations without damaging internal or external relationships

### **What you get:**

- Excellent pay and benefits and an opportunity to create something special and share in that success
- A team driven by collaboration and getting results in a fast paced and transparent start-up environment where trying new things, “failing fast”, and learning are valued

### **Preferred location:**

- Washington D.C.
- Colorado Springs, CO - If willing to travel

*If you’d like to learn more, please send your resume to: John Grover at [john.grover@axellio.com](mailto:john.grover@axellio.com)*