

Naval Business Development Manager

A rapidly growing international market leader rooted in the **Annapolis/Kent Island** area of **Maryland** is looking for a top performing sales professional to fill their **Naval Business Development Manager** role. This key position is responsible for managing and strengthening strategic alliances established with the U.S. Navy, as well as expanding market share within the navy sector. This position will report directly to the National Sales Manager.

Duties and Responsibilities:

- Develop and implement navy sector business development strategies and plans to drive revenue growth and meet or exceed sales targets
- Serves as main point of contact for all naval contracts; working with Technical Proposal Manager to prepare responses to RFPs and develop pricing strategies
- Build and maintain strong relationships with existing clients and establish new relationships with key personnel in the Naval sector.
- Collaborate with the Sales and Marketing teams to create effective sales programs, campaigns, and initiatives
- Provide exceptional customer service by addressing and resolving customer complaints, concerns, and inquiries promptly and professionally
- Implement and oversee naval business strategies in conjunction with overall organizational goals and sales plans to build and defend market share
- Prepare and present regular reports on Navy sales performance, customer feedback, and business development activities to management.
- Provide learning opportunities, educate and strategize with Navy personnel on Sauer products and capabilities
- Attend trade shows, professional seminars, trainings, and events
- Required to travel at least 50% of the time
- Other duties as assigned

Required Skills/ Experience:

- Bachelor's Degree in a relevant field or related experience
- Previous experience working closely with naval and submarine contacts and reviewing government RFPs is strongly preferred
- Proficiency in Salesforce, Microsoft Products, other relevant sales and marketing tools preferred
- Must possess or have the ability to obtain a Confidential Level Government Security Clearance
- Maintains a high level of responsibility and accountability
- Strong leadership and communication skills, as well as an ability to proactively solve issues
- Willingness and ability to travel

Benefits & Compensation:

- Salary commensurate with experience
- Full medical & dental benefits, paid vacation & holidays, 401K, plus performance bonus
- Growth opportunities are available