



**Favor Tech Consulting, LLC (FTC)**, is seeking a CMS Business Development Executive to develop key business relationships in the government marketplace, with a primary responsibility for identifying and developing opportunities for business expansion.

**Location:** Tysons Corner (Vienna), VA

***Job Responsibilities:***

- Supports the development of customer or market penetration strategies and individual opportunity win strategies, account plans, technology development plans, and partnering strategies.
- Serve as primary point of contact between the proposal documentation team and the solution team
- Acts as liaison with government agencies and offices
- Develop capture and proposal strategies and shaping analysis and implementation
- Ensures that the business development strategy is implemented
- Maintains extensive knowledge of the current developments in the government marketplace in order to assess the position of company and determines how to improve it
- Makes recommendations for change or modification to strategy
- May lead teams in order to develop and deliver various professional services solutions to include whitepapers, demonstrations, proposals and other internally developed products used to identify, qualify and capture new business
- Participate in weekly Pipeline Management meeting
- Participate in proposal color team reviews

**Minimum Requirements:**

- Bachelor's Degree in a Business, Management or Technical discipline
- Minimum of 7 years in developing business growth/organizations through business development/capture for the federal government.
- 5+ years in leading the development of and executing business and market strategies
- Experience with the development of large proposals
- Excellent written and verbal communication skills, to include proposal writing experience
- Excellent organization and time management skills
- Ability to multitask and adapt to changing priorities
- Ability to meet deadlines
- 

**Additional Desired Qualifications:**

- Understanding and experience in federal policies specifically Centers for Medicare and Medicaid Services (CMS) and Department of Health and Human Services (HHS) is highly preferable
- Software development lifecycle development and/or Health Domain experience is a plus
- Preferred: Familiarity with Shipley proposal process
- Preferred: Experience with IT Service Delivery Programs, involving either Software Development or Infrastructure Support

In addition, U.S Citizenship is required. Individuals may also be subject to a background investigation to include but not limited to criminal history, employment and education verification, drug, testing, and creditworthiness.



Favor TechConsulting is an Equal Opportunity Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, national origin, marital status, disability, veteran status, sexual orientation, or genetic information.