



COMPOSITE TECHNOLOGY DEVELOPMENT, INC.

ENGINEERED MATERIAL SOLUTIONS

Government Business Development Manager

With our strong investment in research and product development and culture of technical excellence, Composite Technology Development, Inc. (CTD) is an industry leader in the development of advanced materials, composite structures, and products that excel in harsh environments. CTD is an innovative materials and product development company in Lafayette Colorado, conveniently located between Denver and Boulder, with easy access to the Rocky Mountains.

CTD is currently seeking a Business Development Manager with proven capability to support our growth objectives by developing and managing a pipeline of qualified new business opportunities within the Government sector that have the potential of being commercialized and turned into niche technology development and production contracts.

Essential responsibilities of this position include but are not limited to the following:

- Focus on Government funding opportunities including SBIRs, BAAs, RIFs, and other sources.
- Uncover new business opportunities with a heavy emphasis on building a strong business pipeline supported by CTD core competencies. This is a "hunter" position, not an account manager role, and development of new contacts within key government agencies is a key function
- Grow the company's share of composite materials, products, and sub-systems used in U.S. Government markets, including the U.S. Department of Energy and U.S. Department of Defense, by developing a significant number of new opportunities
- Lead government business development through market assessment, business case development, partnership development to improve the probability of win, proposal writing, and where appropriate, serve as the customer facing program manager for the duration of the contract
- Protect organization's value by keeping information confidential
- Advise technical staff on new or upcoming Government projects that have potential for use of CTD's R&D efforts and/or materials
- Communicate to management commercial issues such as market news or competitive activity that impact delivery of the agreed plan, and recommend actions to enhance CTD's market position
- Prepare reports on all visits to customers and present timely reports to management, which detail development efforts, customer relationships, competitive activity, and strategies
- Travel as necessary to develop customer relationships and uncover new opportunities

Critical job functions for this position include but are not limited to the following:

- Generate and secure new business; develop and facilitate sales opportunities and growth through customer meetings, conferences, presentations, and proposals
- Meet with prospective customers (virtually or face-to-face, as appropriate) to determine needs and goals



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- Establish and facilitate opportunities and strong relationships with customers and partners
- Identify opportunities and strategies that will produce sufficient work to achieve corporate goals
- Contribute to the preparation of the budgets assigned to Business Development, including review and input on related government pursuits
- Research, provide, and maintain market and industry competitive analysis including contributing to commercialization plans for proposals
- Help to orchestrate proposals, and put together partner teams for best competitive advantage
- Assist in other Business Development activities as necessary

Special Qualifications (Training, Technical skills, etc.):

- A minimum of 2-4 years of demonstrated successful professional business development experience in Aerospace, Defense, or the Energy industry. Prior work with Government agencies specifically is a bonus.
- Experience in or basic knowledge of the Composite, Aerospace, Industrial or Chemical industry preferred
- A Bachelor's degree in engineering or similar technical area
- Ability to work in a cross-functional environment
- Excellent communication skills are required as well as strong interpersonal skills
- Ability to manage multiple accounts at different stages of development
- Must be prepared to travel 25% and have flexibility in working time for days with customer events
- Experience in uncovering and securing new accounts is desired.

CTD is an equal opportunity employer and provides competitive compensation and an excellent benefits package, along with career growth potential. CTD's offices are in Lafayette, Colorado, between Boulder and Denver, along the beautiful Rocky Mountain Front Range. U.S. citizenship or Resident Alien status is required.

Qualified candidates should reply by e-mail to: recruiting@ctd-materials.com. No phone calls or faxes. Reference the Government Business Development Manager position in the subject line of your e-mail. Include an attached Word or PDF document composed of a cover letter and a resume. In your cover letter please detail your specific expertise as it relates to the above listed responsibilities. Principals only are invited to apply.

In compliance with Colorado's Equal Pay for Equal Work Act, the salary range for this role is \$60,000 to \$120,000; however, CTD considers several factors when extending an offer, including but not limited to, the role and associated responsibilities, a candidate's work experience, education/training, and key skills.

In compliance with Executive Order on Ensuring Adequate COVID Safety Protocols for Federal Contractors the COVID-19 vaccination is required as a condition of employment, unless otherwise exempted by approved reasonable accommodation.