



Job Requisition: Business Development Manager

G Systems, Inc., a growing technology company, seeks a Business Development Manager for full-time permanent employment at our Richardson, Texas facility located in the Dallas-Fort Worth Metroplex. Founded in 1990, G Systems specializes in the design, system integration and production of custom test and measurement systems in the aerospace, defense, RF, energy, and biomedical industries.

Job Description:

The Business Development Manager (BDM) position has direct responsibility for prospecting, nurturing and converting new leads into qualified leads and new accounts. The BDM will generate qualified leads in the engineering service and production areas with a focus in systems integration, Automated Test Equipment (ATE) and design/build-to-print where prospects are high-tech manufacturers and engineering customers in the aerospace, defense, wireless, RF, biomedical and energy industries. This position reports to the Vice President of Sales and Marketing and is responsible for front line business development process. Duties include but are not limited to:

- Executing front line technical solution business development process to a new customer base within existing or adjacent markets.
- Generating new qualified leads by leveraging the BDM's own network and networking skills
- Identifying and contacting prospective leads and accounts, establishing trusting relationships, advancing and expanding opportunities, with the conversion goal of a Sales Qualified Lead and account
- Collaborating with the company's engineering and production staff to clearly understand the existing and potential corporate value proposition and service offering
- Acting as an initial primary interface to potential new customer accounts. As such, the BDM is expected to act professionally with integrity as the initial face of the company.
- Properly documenting the historic trail of communication and engagement of the prospect in Salesforce so that an assigned Sales Engineer can seamlessly take over the lead once it is fully qualified.
- Establishing new channels of Business Development and networking
- Effectively maintaining new leads, significantly adding new leads and internally communicating status
- Researching and engaging new prospective customers given target accounts and industries
- Effectively managing a travel budget (when pandemic travel restrictions are lifted)
- Leading, owning, planning and executing the Business Development strategic plan.
- Collaborating with the Sales and Marketing team on insight from prospective leads.
- Participating in industry tradeshow, conferences, seminars, and events (virtually until pandemic restrictions are lifted)

Required qualifications:

- Minimum ten years of experience with service industry sales, business development or account management
 - BS in engineering or science degree or equivalent technical degree, Masters degree a plus
 - Experience with specification and integration of automated test equipment and software
 - Assertive yet balanced approach to finding new prospects, through creative means that align with company core values.
 - Must be a good listener and be able to read prospects well to best qualify the customer's needs and pain points.
 - Hands-on experience in front line BD, prospecting, and CRM systems (Salesforce a plus)
 - Experience selling custom test applications such as LRU testing, ITA and fixturing, cable harnesses, embedded system testing, self-test, system integration labs, hardware-in-the-loop (HIL) testing, a plus
 - Self-motivated, goal oriented, interpersonal and teaming skills
 - Excellent verbal and written communication, and excellent presentation skills
 - Proficient with MS Excel, PowerPoint, Word
 - Eligibility for ITAR and defense contract work. (US Person)
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G Systems, Inc. Recruiting Profile
Job listing reference: BD-20200422

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- Experience in Aerospace and/or Defense industries is a plus
- Experience in Government contracting and Federal Marketing is a plus

Company office in Richardson, Texas (Dallas-Fort Worth) with primary customer base in Dallas-Fort Worth Metroplex. Up to 50% travel to customer sites and marketing events within the US (when pandemic travel restrictions are lifted).

Salary and Benefits:

Salary is commensurate with experience level. Full-time permanent employees are eligible for the following benefits: medical/dental/vision plan, 401k Savings Plan with matching, profit-based bonus, paid vacation/holidays/sick time, life insurance, educational reimbursement program, health savings plan, a Flexible Spending Plan for pre-tax medical and dependent care expenses. G Systems provides an excellent work environment, and strong growth potential.
