Director of Business and Development

Job Description:

Modelithics, Inc., the leading independent provider of simulation models for Radio Frequency and Microwave (RF/MW) devices is seeking a dynamic and experienced professional for the role of Director of Business and Development. The Director will be responsible for driving strategic growth, expanding business opportunities, and contributing strongly to all aspects of business development, sales, and marketing. This role requires a visionary leader with a proven track record in the RF and microwave electronics industry, exceptional communication skills, and strong business acumen.

Minimum Requirements:

- Bachelor's degree in engineering or a related technical field, possibly combined with a business and/or marketing degree.
- Significant experience in business development, partnerships and/or sales leadership.
- Excellent communication, negotiation, and organizational skills.
- U.S. Citizenship or permanent residence required.
- Proficiency with Microsoft Office Suite (Word, Outlook, Excel, PowerPoint, Access), CRM, and database management software.

Other Preferred Requirements:

- Experience in the RF/microwave electronics sector, demonstrated success in developing and executing revenue growth strategies.
- Experience managing sales and marketing teams, including recruitment, training, and performance management of internal staff; Sales channel management
- Adept at use of Customer relationship management (CRM) software, and opportunity tracking
- Success in soliciting DOD or other government research contracts.

Summary of Responsibilities:

- Developing and executing comprehensive business strategies to drive revenue growth and market expansion.
- Building and nurturing strategic partnerships, alliances, and customer relationships to expand the company's market presence.
- Collaborating with cross-functional teams (sales, applications, customer support) to ensure seamless customer experience and high satisfaction.
- Ensuring that all customers receive efficient, courteous, and accurate support and service.

- Developing or assisting with developing business and/or collaborative research proposals and quotations to be presented to customers, partners and potentially government agencies.
- Representing Modelithics at selected industry events, conferences, and/or with key stakeholders.

Company Culture & Core Values:

At Modelithics, our culture is built on a foundation of strong core values that guide our interactions, decisions, and growth. Successful candidates must be a solid fit for our core values, an acronym for which is PRAISE.

- Positivity: Fostering an optimistic and solution-oriented environment where challenges are met with enthusiasm and a can-do attitude.
- Respect: Valuing diverse perspectives and treating colleagues, customers, and partners with dignity and consideration.
- Accountability: Taking ownership of our actions and commitments and striving for transparency and reliability in all we do. Discipline in execution of projects and processes.
- Integrity: Upholding the highest ethical standards, being honest and trustworthy in every interaction.
- Service: Placing the needs of our customers and team members at the forefront, delivering exceptional support and value.
- Excellence: Pursuing the highest quality in our products, services, and professional conduct, and continuously seeking improvement.

Key Competencies:

- Strategic thinking and vision
- Leadership and team development
- Strong analytical and decision-making skills
- Excellent interpersonal and presentation abilities
- Results-oriented and customer-focused mindset

Compensation & Benefits

- Competitive salary (negotiable based on experience and education)
  Benefits include vacation, health, life, disability, and retirement plans
  Work in beautiful Tampa Bay, Florida (Remote engagements are also a possibility).
- Ready to join a cutting-edge team leader in RF/Microwave simulation software?
- Apply now and help shape the future with us!

Send your resume to careers@modelithics.com