



BUSINESS DEVELOPMENT MANAGER

Department: <i>Sales</i>	Job Status: <i>Full time</i>
FLSA Status: <i>Exempt</i>	Reports To: <i>Director of Business Development</i>
Work Schedule: <i>Normal Business Hours</i>	% Travel Required: <i>50%</i>
Location: <i>Remote</i>	Last Review Date: <i>July 2026</i>

ABOUT SLD SERVICES

Strategic Logistics & Defense Services is a woman/veteran owned company based out of Oceanside, CA founded in 2016. We operate as a distribution company providing equipment to the US Military by utilizing existing contracts set forth by the Federal Government. SLD Services specializes in special operational equipment and fire and emergency services.

POSITION SUMMARY

The Business Development Manager is primarily responsible for driving revenue growth and market penetration within the Department of Defense (DOD) and/or Federal Agencies. This individual will identify, qualify, and capture new business opportunities for related products. The ideal candidate will have a proven track record of success in securing DOD contracts and an in-depth understanding of the federal acquisition process, from requirements development to contract execution. This role requires a strategic thinker who can build and maintain influential relationships with key government and military decision-makers

ESSENTIAL FUNCTIONS

Reasonable Accommodations Statement: To perform this job successfully, an individual must be able to perform the essential duties outlined below. Reasonable accommodations may be made to enable qualified individuals with disabilities to perform these essential functions.

Duties & Responsibilities:

- Interface with key customers in the region within assigned territory and military customer base.
- Account management
- Develop relationships with military and government customers at all levels in the military community including end users, supply, officers, KOs, etc.
- Develop strategic plan for attacking territory and determine innovative strategies to win business
- Creatively address customer problems, becoming a true resource and solution provider
- Understand contract/funding methods and assist customers in their use
- Partner with suppliers to provide best products & values to meet customer requirements
- Understand and represent vendor products and services and carry out direct sales activities in order to meet company defined quotas
- Update sales plan on a monthly basis for management team

- Generate quotes for customers and assist them in identifying optimal funding procurement vehicles
- Develop working knowledge of contracting procurement vehicles at the post level
- Work with support teams (purchasing, accounting, warehouse, etc.) to ensure that all information is up to date in the system and that orders are delivered in a timely fashion
- Regularly following up on closed sales to ensure delivery and quality were as promised
- Make cold calls, face to face and via telephone prospecting to develop new business
- Monitor and report on market and competitor activities
- Represent SLD Services at relevant conferences and trade shows
- Interface with local and or federal agencies as required.
- Record all activities in CRM system
- Position will have an annual sales goal and performance will be measured by both efforts and results in achieving this goal

POSITION QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Must have base access
- Ability to operate independently and remain self-motivated away from HQ
- Availability for travel, must be able to meet with customers outside under all weather conditions and must be able to travel by car and plane for long distances as needed
- Understand business needs/goals, others' point of view, build rapport and credibility with colleagues, anticipate needs, and respond to concerns and conflicts
- Communication skills (written and verbal)
- Interpersonal skills, teamwork, collaboration, quality focus
- Integrity, accountability, responsibility, organization, follow through
- Ability to budget own expenses in a cost-effective manner
- Self Starter

EDUCATION AND EXPERIENCE

- Bachelor's degree highly preferred, but prior sales & military experience may be substituted
- 5 years of DOD service -OR- 5 years of experience selling to the DoD customers
- 2-5 years of experience selling to military or government highly preferred
- Experience with government and DLA procurement contracts
- DAI knowledge

COMPUTER SKILLS

- Proficient with Microsoft Office (Excel, Word, Outlook)
- Proficient with CRM/ERP, Zoho preferred

EQUAL OPPORTUNITY STATEMENT

SLD Services is an equal opportunity organization. We recruit, employ, train, compensate, and promote without regard to race, religion, color, national origin, age, gender, sexual orientation, gender identity, marital status, disability, protected veteran status, or any other basis protected by applicable federal, state, or local law.