

Title: Government Contracts Business Development Manager

Location: Remote (U.S.-based)

Engagement: Full-time or Contract (flexible)

Overview

Deploy360 is a growing government contractor supporting federal and defense customers. We are seeking a Business Development Manager to help expand our federal contracting footprint, strengthen relationships with prime contractors and customers, and support disciplined growth across existing and new programs.

This role is ideal for someone with strong GovCon experience who enjoys working closely with executive leadership, understands the nuances of federal acquisition, and prefers thoughtful, relationship-driven business development over high-volume sales activity.

Responsibilities

- Support federal business development efforts across defense and civilian agencies
- Engage with prime contractors and teaming partners to identify partnership opportunities
- Help track and manage the opportunity pipeline, including early-stage pursuits
- Support capture activities by gathering background, coordinating follow-ups, and preparing internal summaries
- Assist with business development operations, including CRM maintenance and opportunity tracking
- Participate in customer and partner discussions as appropriate
- Coordinate internally with leadership to align BD activity with company capabilities and priorities

Qualifications

- Experience in government contracting business development, capture support, or related roles
- Familiarity with prime/subcontractor relationships and teaming strategies
- Strong communication and organizational skills
- Professional judgment and discretion when handling sensitive information
- Ability to work independently in an ambiguous, fast-moving environment
- Comfortable engaging with senior stakeholders and executives

Preferred Experience

- Defense or national security contracting exposure
- Experience supporting capture or early-stage opportunity shaping
- Familiarity with federal acquisition vehicles and contracting timelines
- Background in BD operations, capture coordination, or program support

Working Style

- Professional, low-ego, and collaborative
- Comfortable operating behind the scenes as well as in customer-facing situations
- Detail-oriented with a strong sense of accountability
- Focused on long-term relationship value rather than short-term activity

Why Deploy360

- Opportunity to work closely with company leadership
- Meaningful role in shaping growth strategy and execution
- Flexible engagement model with room to evolve as the company grows
- Emphasis on professionalism, integrity, and disciplined execution

To be considered for the position, please email, info@deploy360.us and include your resume.