

Position Summary

As the Director of DoD Growth, you will play a key role in shaping and executing Avum's growth strategy across U.S. Department of Defense (War) and related Federal agencies. You will work closely with Avum leadership, capture teams, technical subject matter experts, and partners to identify and qualify opportunities, develop strategic plans, lead capture activities, and support proposal development to drive revenue growth.

This position is primarily remote, though travel for client engagements, industry events, and team collaboration may be required.

Key Responsibilities

- Drive all aspects of the business development lifecycle at Avum, focused on software development, cloud, AI, and emerging technology solutions for DoD and federal customers
- Develop and execute comprehensive strategic growth plan and tactical pursuit plans for priority target opportunities
- Lead pursuit milestone reviews including bid/no-bid decisions, strategy reviews, and capture planning sessions
- Gather and analyze market intelligence, competitive insights, and customer needs to inform pursuit strategies
- Collaborate with cross-functional teams — including proposal, pricing, technical, and partner teams — to shape value propositions
- Build and nurture strong customer relationships with senior DoD officials and program stakeholders
- Lead development of winning strategies, solution positioning, and teaming approaches
- Contribute to Avum's long-term growth planning, including pipeline forecasting and multi-year growth strategies
- Lead development and delivery of business development-related collateral - e.g., capability briefings and presentations
- Actively and frequently represent Avum at in-person networking events, industry conferences, customer events, and partner engagements (occasional travel will be required).

Required Qualifications

- Minimum 8+ years of business development experience with significant exposure to DoW/DoD market pursuits
- Track record of successful growth strategy development and execution
- Strong solution-selling experience with federal government customers, including engaging senior leadership and program stakeholders
- Expertise in federal acquisition trends, Government contracting processes, and competitive landscape modeling
- Proven ability to develop and execute detailed pursuit plans and sales strategies
- Bachelor's degree in business, technical discipline, or related field

Required Skills & Attributes

- Attention to detail and proactive, clear, and client-ready verbal and written communication skills
- Ability to self-manage schedule and priorities across the company growth portfolio
- Strong analytical, decision-making, and organizational skills
- Strong interpersonal skills including conflict resolution, teamwork, and relationship building
- Ability to synthesize customer needs, market trends, and capability positioning into compelling strategies
- U.S. Citizenship or Work Authorization Required: U.S. Citizen

Compensation

Total compensation at Avum, Inc. varies based on role requirements, qualifications, experience, location, and market considerations, consistent with applicable laws. The range displayed reflects Avum's estimated salary range for this position: \$160,000 – \$220,000 annually

Actual compensation will be determined based on candidate experience, skills, and business needs.

Physical & Work Requirements

This role is primarily remote and sedentary, requiring extended computer use, verbal communication, and collaboration via video, phone, and digital tools.

Occasionally (<30% of the time), travel and extensive movement around large event venues may be required. Reasonable accommodations will be provided as required by law.

Equal Employment Opportunity Statement

Avum Inc. is an Equal Opportunity Employer. We do not discriminate on the basis of age, race, color, religion, sex (including pregnancy and related conditions), gender identity or expression, sexual orientation, national origin, disability, veteran status, or any other characteristic protected by federal, state, or local law in all aspects of employment including recruitment, hiring, compensation, benefits, training, promotion, and termination.