



VP of Business Development

(Government Markets)

Description

Quidient is seeking a strong Business Development professional with proven success in winning US Government software development contracts, including DoD SBIRs, Programs of Record, and major subcontracts. You will play an integral role in bringing Generalized Scene Reconstruction software to the U.S. Defense industry. This position is full-time, remote (DMV area), and reports to Quidient's Head of Government BD.

Requirements

- Bachelor's degree in business administration or related business fields
- 3+ years of successfully winning government opportunities for technology or software services
- 3+ years of success writing and winning proposals (e.g., tech, cost, and commercialization volumes).
- Meet Quidient, customer, and government security requirements, which may include, but are not limited to a background check, citizenship verification, and Criminal Justice Information Services verification
- Access to technical data controlled for export under the International Traffic in Arms Regulations (ITAR) and/or the Export Administration Regulations (EAR) is required for performance of job duties. See 22 C.F.R. Parts 120-130; 15 C.F.R. Parts 730-774.
- No H-1B sponsorship available for this position
- Ability to obtain, and maintain a Top Secret/SCI security clearance
- Be in, or willing to relocate to, the DMV area.

Preferences

- Experience with computer vision or other 3D reconstruction software
- Proven success in connecting with government stakeholders
- Experience successfully managing Business Development groups
- Experience with Phase I, Phase II and Phase III SBIR/STTR programs
- Experience running tech demonstrations in the field
- Experience working for early-stage, investor-backed startups
- Experience with API-first software companies
- Hold a current Top Secret/SCI security clearance

Compensation

On-Target Earnings (OTE) for this position (base plus commission): \$150,000- \$200,000. Quidient benefits currently include Health Insurance, 401K plan, basic life insurance, long-term disability insurance, supplemental insurance, Holidays, and Paid Time Off (PTO). Title, bonuses, equity, allowances, and benefits commensurate with education, experience, and other qualifications.

About Quidient

Quidient (www.quidient.com) is a 5D imaging technology company with a tech center located in Columbia, MD. We are scientists, engineers, and entrepreneurs who have built some of the most advanced imaging systems in the world. We are the first mover in a transformational new domain called Generalized Scene Reconstruction (GSR). Our mission is to become the world's preferred supplier of scene reconstruction and processing engines. We are partnering with some of the top organizations on the planet. Our culture is open, honest, supportive, decentralized, multicultural, and high-performance.



Quidient is an Equal Opportunity Employer. Quidient will consider all qualified applicants without regard to race, color, religion, creed, sex, sexual orientation, gender identity, marital status, national origin, age, veteran status, disability, or any other classification protected by applicable state, federal, or local laws.

If you are interested in a career with Quidient and feel qualified for the position described, please send your resume in confidence to lee.rannals@quidient.com. Direct applications only.