

Position Title Vice President, International Capture Management EMEA

Job Category and Business Line International Business Development/Strategic Management

Country United States of America

State/Province/Region USA - Virginia

City Arlington

Job Summary

The role is critical for the growth of FORS Smart Power, LLC given the considerable potential to expand our presence in EMEA with both new and existing customer accounts. This growth will come both from geographical expansion and from developing new leads in existing markets. As an integral member of the Senior Leadership team, the Vice President of International Capture Management will be responsible for identifying and developing programs for new business opportunities with a primary focus on leading major funding opportunities, to ensure continued success of FORS Smart Power, LLC in EMEA. The incumbent will be responsible for leading program opportunities from initial concept through capture to the submission of proposals. The successful candidate will provide direct leadership and support to strategic growth opportunities and the development and strengthening of FORS Smart Power, LLC major international capture-related systems, processes, relationships, and staff capacities. This position offers the rare opportunity for a creative and motivated international development professional to have a direct impact on FORS Smart Power, LLC global operations.

Role and Responsibilities:

Strategic Planning and Marketing

- Plans, oversees and operationalizes achievement of FORS Smart Power’s mission through capture of select opportunities in key markets in EMEA
- Identifies synergies and priorities across business development efforts
- Facilitates understanding of program and financial risks in developing new business
- Facilitates FORS Smart Power, LLC brand recognition
- Initiates, facilitates, manages and builds new and existing client, and partner relationships
- Represents FORS Smart Power, LLC to clients, partners, and in industry events and global IFI strategy meetings
- Strengthens FORS Smart Power, LLC role as a thought leader in areas of emphasis

Business Development and Revenue Generation

- Collaborates with FORS Smart Power, LLC executive team to track, identify, develop, and pursue opportunities in keeping with FORS Smart Power’s areas of emphasis with new and current clients
- Leads and supports negotiations with clients, partners, and consultants
- Ensures systems to track upcoming domestic and international RFPs, maintaining corporate new business tracker
- Manages the bid/no-bid process and leads capture activities
- Serves as advisor on critical priority bids on strategy, teaming, recruitment, writing, and pricing
- Writes proposal sections (as needed); reviews draft proposals
- Provides quality assurance services on bids
- Ensures compliance with proposal requirements
- Keeps abreast of trends in FORS Smart Power business environment and international development sector

Resource Planning and Management

- Plans, manages, coordinates, strengthens and institutionalizes business development operations
- Leads, promotes and provides quality control oversight in all business development functions and operations
- Ensures that thorough and timely editing processes are in place for submitted proposals

Abilities Sought – Success Factors

- Current knowledge of policies, practices, and issues in international business development and capture management
- Thorough knowledge and experience with ADB, EBRD, WB, Millennium Challenge Corporation and USAID bidding and contracting practices
- Established network in IFIs to successfully execute and support international capture management activities
- Strong business development networks with international development donors and service providers
- Demonstrated competence to assess priorities, and concurrently manage a variety of activities effectively to meet deadlines with attention to detail and quality
- Demonstrated ability to oversee and manage multiple complex bids and proposals
- Demonstrated ability to exercise good judgment and communicate effectively orally and in writing
- Proven proposal writing and proposal management skills
- Respect for and sensitivity towards cultural nuances and context
- Familiarity with overseas development project operations and environments
- Ability to work effectively in a fast-paced environment
- Willingness to travel on assignment approximately 10-25% of the time

Minimum Requirements

- MBA or /and Master's degree in international trade/affairs/ marketing or related field
- Minimum of 10 years' professional experience in international business development, including in IFIs, with focus on EMEA
- Minimum of eight years management and supervisory experience related to managing complex business development teams and bids
- Minimum of eight years' experience in marketing and business development with IFIs, internationally-focused USG Federal agencies, international development and donor organizations, and USAID
- Minimum of six years' experience in strategic planning and execution
- Demonstrated track record overseeing business development as evidenced by contributions to organization revenue and growth through bids led
- Strong leadership, interpersonal, entrepreneurial, management, and writing skills required
- Proficiency in a foreign language (French, Russian, Turkish, Arabic)

To apply

Submit your resume and cover letter to careers@forsmartpower.com. No phone calls. Only short listed candidates will be contacted.