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## Position Description: F-35 Program Management/Business Development

Lone Star is seeking someone experienced in program management, analysis or analytics solutions working with the military, with particular emphasis on F-35 Integration and Development Activities. This position is instrumental to the company's future growth and diversification efforts. In this position the individual establishes and matures client relationships, recognizes roadblocks, issues and processes detrimental to customer success, identifies new program opportunities and potential clients, identifies paths for future growth, finds available means of contracting, and assists with sales closure opportunities. The position reports to the VP, Program and Systems Advisory and works closely with members of each line of business.

### The position requires the ability to fulfill these duties and responsibilities:

- Understands and can articulate customer needs with regards to F-35 Integration activities, Program Management Offices and sustainment services
- Understands USAF processes, procedures and acquisition policies
- Clearly understands how to sell services and solutions in a "make happen," non-program of record environment
- Comprehends and articulates Lone Star Analysis' full line of business offerings, capabilities, benefits, and competitive advantages
- Prospect, develop leads, qualify opportunities, close business, and build relationships with new and existing clients within the US Air Force sector
- Build and maintain a robust pipeline of business opportunities that enable meeting sales targets and other critical business development metrics
- Possess strong communications and presentation skills that can be used from the manufacturing floor to the Board room both internally and externally
- Have excellent organizational skills and be capable of operating within teams, as well as independently
- Provide market feedback to the company leadership regarding competitive offerings, prospect needs and generate product development ideas
- Protect company proprietary, private, and competitive information

### Minimum Requirements:

- Master's degree or equivalent experience required
- Minimum 5 years of experience in Government contracting, acquisition position, program management or technical leadership position
- Excellent communication and negotiation skills
- Capable of operating independently or as a team player, ability to see the big picture yet focus on small details, excellent collaboration skills
- Highly organized, technically skilled with Microsoft Office suite
- Effective time management skills with attention to detail



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**Other desirable experience:**

- Weapons Integration Program Management or Technical Lead
- Experience in using predictive analytical tools to optimize processes and operations
- Capable of receiving a US Government clearance at Secret or above

**Other Information:**

Lone Star's normal requirements apply, in addition to these job specific attributes. This job is expected to span across level 2 - 4 position categories. Lone Star is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law. See the company website for more information about Lone Star and how we hire.

**Key Words:** program management, Government programs, aviation, F-35 Program Office, predictive analytics, acquisition, contracts, business development, capture

