



GlobalTradeJobs

COVID-19 continues to significantly impact our employees, families and communities. With employee health and safety as our top priority, and as a federal contractor, Lockheed Martin is taking action to address the increased risk and uncertainty COVID-19 variants pose in the workplace and ensuring we meet our commitments to national security.

To uphold safety for all employees, we will continue to request vaccination status for all Lockheed Martin employees including new hires. All current and newly hired employees are required to follow onsite safety measures based upon the COVID-19 Community Level at the specific work location.

Description:At Lockheed Martin Rotary and Mission Systems, we are driven by innovation and integrity. We believe that by applying the highest standards of business ethics and visionary thinking, everything is within our reach – and yours as a Lockheed Martin employee. Lockheed Martin values your skills, training and education.

Do you want to be part of a culture that inspires employees to think big, perform with excellence and build incredible products? We provide the resources, inspiration and focus - if you have the passion and courage to dream big, then we want to build a better tomorrow with you. Come and experience your future!

Successful candidate will be part of a Business Development team who supports the Naval Radars/Solid State Common Product Organization. In this position, the BD analyst will use market/customer knowledge to understand opportunities for Lockheed Martin, leading to capture of new business and keep-sold of existing programs.

Key responsibilities include:

- **Support a diverse group of domestic and international business development and capture professionals.**
- **Manages New Business Fund accounts (MA, B&P, IRAD).**
- **Maintains Naval Radar trade show, overarching stakeholder contact, and communications plans.**
- **Supports Naval Radar domestic business development plans.**
- **Supports development of Naval Radar portion of RSS Long Range Plan.**
- **Assists in the identification of new domestic and international market opportunities for the Naval Radars product line.**
- **Develops and maintains productive business relationships with current and potential customers, partners, suppliers, and international trade organizations.**
- **Supports Domestic and Foreign Military Sales contract negotiations with US Government.**
- **Assists in proposal development.**
- **Supports assigned captures.**
- **Assists in development of product roadmaps to meet market needs.**

- **Conducts all business in strict compliance with all corporate command media and applicable state, federal, and international regulations.**

Basic Qualifications:

Required Qualifications:

- **Prior experience in Naval Radars either in a technical, programmatic or business development role**
- **Solid communication skills with subordinates, peers, executives, and customers**
- **Current clearance at Secret level**
- **Job Location: Moorestown/Washington DC Area**

Desired Skills:

Desired Qualifications:

- **Thorough knowledge of Naval Radars.**
- **Prior Leadership Experience**
- **Technical undergraduate and MBA preferred.**

BASIC QUALIFICATIONS:

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Lockheed Martin is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard

to race, color, religion, sex, pregnancy, sexual orientation, gender identity, national origin, age, protected veteran status, or disability status.

Join us at Lockheed Martin, where your mission is ours. Our customers tackle the hardest missions. Those that demand extraordinary amounts of courage, resilience and precision. They're dangerous. Critical. Sometimes they even provide an opportunity to change the world and save lives. Those are the missions we care about.

As a leading technology innovation company, Lockheed Martin's vast team works with partners around the world to bring proven performance to our customers' toughest challenges. Lockheed Martin has employees based in many states throughout the U.S., and Internationally, with business locations in many nations and territories.

EXPERIENCE LEVEL:

Experienced Professional