



# WE ARE HIRING

## Capture Manager

### About the role:

We are seeking a dynamic and results-driven Capture Manager to identify, qualify, and win strategic business opportunities. This role involves engaging with key stakeholders, developing capture strategies, and leading proposal efforts to secure new businesses. The ideal candidate will have a strong background in business development, sales, and relationship management

### Requirements

- Bachelor's degree in Business, Marketing, Sales, or a related field (Master's preferred).
- 4+ years of experience in business analyst or business development.
- Proven track record of identifying and winning new business opportunities.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and collaboratively in a fast-paced environment.
- Proficiency in CRM tools and Microsoft Office Suite.
- Excellent analytical skills with a keen ability to interpret data and make informed decisions

### Why Join Us?

- Competitive salary and performance-based incentives.
- Opportunity to work with a dynamic and growth-oriented team.
- Career development and learning opportunities.
- Exposure to high-impact projects and strategic initiatives

### Key Responsibilities

- Proactively identify and assess potential business opportunities in target markets.
- Leads strategic capture efforts throughout the sales lifecycle
- Collects business intelligence and evaluates the customer analysis and the competitor analysis
- Performs internal analysis of your company's strengths and weaknesses, and uses this information to drive the company's win strategy for an opportunity
- Maintain relationships with the existing small business team.
- Conduct competitive analysis and market research to identify industry trends and customer needs.
- Lead and coordinate proposal development efforts, ensuring alignment with client requirements.
- Collaborate with internal teams, including sales, marketing, and operations, to drive business growth.
- Monitor and track pipeline opportunities using CRM tools.
- Develops the capture strategy and identifies actions that need to be taken to implement the capture strategy and plan.
- Present opportunities at each gate review to executive leadership.
- Supporting Business Development and/or Account Teams as they seek to develop and maintain high quality relationships with customers and partners, including next generation technology vendors.
- Managing the effective execution of capture pursuits, tracking performance to cost and schedule, and communicating status to leadership;

If you are a driven professional passionate about business growth and strategic capture planning, we encourage you to apply today!

### Apply Now

Interested candidates please email your resumes to [careers@aficorp.global](mailto:careers@aficorp.global). Please state the job role you are applying for as the subject.

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