

Optimal Solutions & Technologies (OST, Inc.) is focused on excellence. We specialize in providing Management Consulting, Information Technology, and Research Development and Engineering services.

The fundamental distinction of the OST team is its business knowledge in both the public and private sectors. We serve the aerospace & transportation, association & nonprofit, defense, education, energy, financial, healthcare, and technology & telecommunications industries. OST is successful because we listen to our clients, we learn from our clients, and we know our clients.

Program Director

Description of specific duties in a typical workday for this position:

- Hire and oversee Project Managers and overall project performance
- Communicate with and build relationships with DoD customers
- Manage opportunities pipeline
- Manage capture efforts
- Develop technical solutions for opportunities
- Write elements of technical proposals
- Participate in bid decisions
- Participate in pricing strategy
- Support Business Unit and Corporate growth initiatives
- Support Business Unit strategy development and continuous improvement activities
- Manage Business Unit in VP's absence

Position Requirements:

- 10 years Government Contractor general project/business experience
- 10 years managing people
- 5 years business development/capture management, with 2 years focused on DoD customers
- 5 years preparing or contributing to IT technical proposals
- IT/technology project management
- Bachelors Degree
- Strong verbal and written communications and presentation skills
- Must be US Citizen
- Proof of COVID19 Vaccination

Nice to Have:

- Secret clearance
- PMP
- Knowledge of Agile, DevSecOps, Cloud Computing, Cyber
- Experience managing DoD programs
- Army, Air Force, and/or Navy customer relationships

This is a full time position paying a base salary, full benefits, and has possible bonus potential based on merit and performance. To be considered for this position, please apply online with a cover letter and MS Word resume.

OST is an equal opportunity employer. Applicants are considered for positions without regard to race, religion, gender, native origin, age, disability, or any other category protected by applicable federal, state, or local laws.