

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.

## **Vice-President**

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

The OST Defense Business Unit is seeking a highly dynamic and experienced executive with keen business acumen to lead the Department of Defense (DOD) portfolio.

The Executive is a Vice President (VP) responsible for the growth, execution, and talent management for the portfolio. The VP must be able to forecast, monitor, and meet annual business plan financials and operational objectives with a focused effort on driving growth that aligns with the broader organization strategic plans. The successful individual must initiate and participate in business strategy development, guide business development, capture and proposal activities, maintain financial controls for the organization, create an environment conducive to staff development and professional growth, and serve our customers' missions with distinction. The VP has managed over \$100M in programs annually, and has built a \$500M annual pipeline. They have had P/L responsibility. They are expected to exercise sound judgment within broadly defined OST guidelines and policies, and the elements below.

- Participating in, and executing OST Objectives and Key Results (OKR, See John Doerr's) to significantly increase bookings and revenue.
- Developing a short and long-term growth strategy with related tactical execution plans that will drive top line and bottom line growth for the team.
- Building and managing an effective and efficient team focused on high quality delivery, financial performance, and client relationship development.
- In collaboration with the VP of Growth Operations, leverage the group and company business development assets to build a robust and targeted pipeline of opportunities, and to pursue, propose and win new business as well as re-compete of existing business.
- Support and guide vehicle management (e.g. Air Force EWAAC, Army RS3, Navy Seaport, etc.)
- Work with other OST groups to evolve our capabilities in Digital (DevSecOps, Agile, cloud, infrastructure, AI/ML), RD&E, SETA, and other related Managed Services to existing and potentially new clients.
- Build a culture throughout the team consistent with OST values around commitment, impact, integrity, imagination and agility.
- Will be measured against specific OKRs, including revenue and contracts award metrics consistent with a growing enterprise, as well as business relationships internally and externally, and leadership impact with our teams and our clients.
- Maintain an enterprise perspective where the best solution for the company may supersede what is desired in one area.
- Coordinate efforts with supporting organizations including business development, contracts, legal, accounting/finance, human resources, and business performance group.

### **Position Requirements:**

- 20+ years of relevant experience with 10+ years in a Senior Director or VP role in a mid-size firm.
- Demonstrated success in creating and leading an engaged workforce
- Demonstrated success leading, managing, and overseeing a team of program managers and portfolio of programs
- Demonstrated success leading, overseeing, and winning large captures
- Technical domain experience and deep knowledge of DOD agencies and programs

- Active Duty Military experience preferred (O-6 preferred)
- Significant and relevant customer relationships across DOD
- Deep experience in and understanding of Federal contracting practices
- “Ready-made” executive network of industry partners and references
- Bachelors degree in a related discipline required; Masters degree or other relevant certifications are preferred
- Top Secret (or ability to obtain one)
- Must be US Citizen
- Proof of COVID19 vaccination

**Nice to Have:**

- PMP
- Lead efforts to expand OSTs capabilities into the Space community, specifically US Space Force and Army SMDC.

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.