

Job Description

Director of Business Development



Job Title / Director of Business Development

Location / Washington, DC

Contract Length / Permanent

Start Date / ASAP

Salary / Commensurate with experience

Moonshot believes that marginalized people in society — including people of color, people from working class backgrounds, women, Disabled and LGBTQIA+ people — must be centered in the work we do. We strongly encourage applications from people with these identities or who are members of other communities who are currently underrepresented in our workforce. We know a diverse workforce will enable us to understand drivers behind violent extremism and online harms in an in-depth way and do better work to counter them.

About the role

Moonshot is currently recruiting a Director of Business Development to lead our global BD efforts. This role will be based in our new Washington, DC office.

The Director of Business Development will drive Moonshot's growth by developing our business development strategy, and developing and pursuing opportunities with both existing and emerging clients, including government and private sector.

Your responsibilities will include:

- Develop and lead Moonshot's business development strategy, including specifically expanding Moonshot's partnerships with the DoD, SLTT Governments and other government agencies, corporate sector, and technology companies.
- Develop and maintain an ambitious metrics framework for business development, reporting regularly to Moonshot's leadership and Board.
- Lead a transatlantic BD team, including overseeing the coordination of new proposals, administering the Federal procurement processes, and delivering special projects to further Moonshot's BD objectives.
- Collaborate proactively across the entire organization to achieve growth goals, leading staff in a variety of functions including proposal generation, building a robust sales pipeline, and supporting relationship managers as they advance and close leads.
- Identify new leads and areas for growth and work closely with Moonshot's Product team to align capabilities with user needs, and with Moonshot's Project teams to prime them for delivery.
- Building capacity across Moonshot's staff to proactively identify and secure new contracts.
- Building trust, understanding structures, and building meaningful relationships at every level of our clients' organizations.

Requirements

Essential:

- Experience leading business development efforts, go-to-market strategies and proposals within the Federal, corporate security, and technology markets.
- Proven success breaking into new accounts and building territories from the ground up in a start-up environment and/or new market category.
- Strong understanding of the Federal procurement process.
- Excellent communication skills, including the ability to compellingly articulate Moonshot's product offering to audiences with varying levels of technical skill and seniority.
- Demonstrable experience of building diverse stakeholder relationships across industries.
- Excellent leadership skills and proven ability to build trusting relationships across an organization.
- Experience supervising staff, with consideration for staff cohesion and welfare.
- Experience defining and using metrics to measure performance and impact.
- Interest in online harms (including violent extremism, disinformation, gender-based violence, human trafficking, among others).

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- Inquisitiveness and adaptability, particularly in relation to new technology and the use of social media for research.
- Demonstrable ability to work under pressure, taking action and getting things done, both in managing your own workload and that of others.
- In addition, we require and will check on candidates' eligibility to work in the US. Candidates will be expected to undertake and pass any relevant security clearance procedures per the needs of clients.

Desirable:

- Experience of work on online harms, including knowledge of ethics, data privacy, and security challenges related to this field of work.
- Experience working within, or with organizations supporting, the DoD and other governmental agencies.
- Experiencing developing go-to-market strategies for SaaS and technology products.
- Active "Secret" or "Top Secret" clearance is preferred.
- Familiarity with CRM systems.
- A deep interest in online harms (including violent extremism, disinformation, gender-based violence, human trafficking, among others) and evidence of relevant professional experience.

About Moonshot CVE

Moonshot is a social enterprise working to end online harms across the globe, applying evidence, ethics, and human rights. We currently operate in more than 28 countries across different forms of violent extremism, disinformation, and other public safety issues, such as gender-based violence. We use data-proven techniques to ensure our clients respond effectively, and our work ranges from targeted intervention programmes, software development and digital capacity building, to leading global counter-messaging campaigns, and monitoring and evaluation.

We do this through:

- Finding new ways to reach individuals at risk of involvement in violent extremism and other forms of violence.
- Working across different violent extremist ideologies and online harms.
- Collaborating with partners and working for clients including governments, NGOs and private sector organisations from across the globe.
- Building a multifaceted team with a diversity of backgrounds, both professional and academic, including international development, policing, communications, psychology, data science and software engineering.
- Investing in the research and development of new technologies and methodologies to counter extremism, misinformation, and other public safety issues.

Working at Moonshot CVE

We're growing quickly, have big ambitions, and high expectations of our staff. Our dedication to finding effective responses and leading innovation means that our work environment is fast-paced, dynamic and creative. We match this by offering our staff access to a range of learning and development options, scope to advance personal subject-matter expertise, and opportunities for career progression.

Our staff say they value:

Our shared sense of purpose / working as a team to find new solutions to global challenges.

Personal development opportunities / a chance to learn new things and get even better at what you already do.

Our ideas-driven culture / opportunities to work with creativity and autonomy whatever your position in our organisation.

The diversity of thought / working with staff from a wide range of personal and professional backgrounds.

Open and collaborative working / being part of a team who support each other to achieve great results.

Inclusivity

Moonshot values the diversity of our team, and is committed to ensuring our workplace is inclusive. We are determined to ensure that our applicants and employees receive no less favourable treatment on the grounds of race, color, religion, gender, pregnancy, sexual orientation, age, national origin, marital status, citizenship, disability, veteran status or any other protected characteristic as established under law.

We recognise that our staff have different requirements based on their circumstances, and we are committed to providing a workplace that caters for these, including flexible working time to allow for caring responsibilities and remote working arrangements and work space adjustments to accommodate people with disabilities and other health conditions.

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Generous benefits package upon offer

Application Process

To apply for this role please submit your resume and cover letter. Your cover letter should not exceed two pages and must answer the following questions:

Why do you want to work for Moonshot CVE?

How do you meet the requirements of this role?

Applications without a cover letter will not be considered.

[Click to apply](#)