



Universal Synaptics

4066 S. 1900 W. Suite B, Roy, Utah 84067 – 801.731.8508 – www.USynaptics.com

Director, Business Development

Requisition Number: NJBD1

Who Should Apply:

We are looking for highly motivated, self-directed individuals to join our team to create, develop, and execute new business capture strategies that shape, support, and deploy Universal Synaptics patented Intermittent Fault Detection (IFD) technology. Applicants should have the ability to operate with autonomy and as part of an integrated team in shaping new business opportunities to achieve Universal Synaptics strategic business goals.

Who We Are:

Universal Synaptics is the global leader of technology used in detecting and isolating elusive intermittent faults that drive electronic failures. The advanced intermittence diagnostic solutions employ patented neural-sensing circuitry that monitors all potential failure points individually, yet simultaneously, in parallel. We solve the real multibillion-dollar problem that plagues electronics.

Desired Skills:

- Prior business development experience
- Detailed knowledge of DoD acquisition, budget and requirements development process
- Proficient at developing and building in-depth customer relationships

Basic Qualifications:

- 10 years of experience in the aerospace industry (or equivalent military or DoD experience)
- Experience in requirements generation, budget definition, acquisition strategy development, and process
- Understands lead qualification and has contacts that will assist in advancing business relationships
- Excellent negotiating skills
- Exceptional written and oral communication skills
- Skilled at capturing new opportunities and developing/evaluating proposal packages
- Ability to travel up to 50% of the year
- Ability to obtain and maintain Secret Security Clearance

Other Information:

Type: Full-Time

Work Schedule: FLEX

Virtual Location: Yes

Relocation Available: Possible

Interested candidates should send their resumes to people@usynaptics.com. Please include the requisition number in the subject line.

Universal Synaptics is an Equal Opportunity Employer. We encourage women and veterans to apply and will consider all qualified applications for employment.