



Program Manager – APG Operations

Link Solutions, Inc. is seeking a Program Director to lead the Aberdeen Proving Ground (APG) Operations located in Aberdeen, MD focused on various Department of Defense (DOD) activities and organizations including MEDCOM, REDECOM, NEC and their supporting programs.

Duties:

As Program Director, the individual will be responsible for the management, administration, and growth of a \$15+M business unit, reporting directly to the Vice President, Technical Services. The individual will be responsible for driving new business and delivering on contact-deliverable performance goals in the various Defense Agencies and organizations at APG. Will directly supervise and manage operations and financial obligations within the business group and be responsible for managing cost controls and other sector cost objectives, as assigned. The individual will directly supervise Program/Project Managers responsible for their assigned contract.

Qualifications/Experience:

- Requires 15 or more years of directly related DoD experience.
- Must have 10+ years of experience in Government contracting and must be fully versed in the Federal Procurement life cycle and executive-level decision-making related to the management of US Government contract.
- Must have demonstrated experience managing business units/divisions of up to 150 staff and \$20+M in revenue
- Must have demonstrated experience in full profit and loss financial management and administration of similarly sized business units.
- Must have extensive experience managing business development activities in pursuit of DoD business opportunities.
- Must have extensive knowledge of the mission requirements of the APG, MD organizations to support clearly defining customer profiles to include articulating customer needs, requirements, and areas of concern, incumbent contractors and relative performance status.
- Must have superior leadership, presentation, and communication skills.

Security Clearance:

Must be a US Citizen with an active Secret clearance. A DoD Top Secret Clearance is highly desirable.



Education:

- A Bachelors Degree in business or technical discipline is required. An advanced degree is preferred.
- PMP certification is required

Location: Aberdeen, MD

Link Solutions, Inc. is an EOE. AA/M/F/D/V. We participate in the E-Verify Employment Verification Program.