

Project Manager

JHNA currently has a position open for a Project Manager providing strategy, systems engineering, marketing, and event support to a large defense client. Support will include developing an overarching product/system and sub-product/sub-system strategy and marketing concepts. Role will entail strategic and marketing guidance to multiple business units within the larger defense business, coordination of an overarching strategic message, and preparation for strategic message delivery at multiple national and international defense expos. New business development and proposal preparation may also be part of the successful candidate's responsibility.

Job details include:

- Work with corporate senior management to compose an overarching strategic theme that encompasses all subordinate business systems and products that will be tailored for use with large clients and at national and international defense exhibitions
- Assist sub-business leaders in crafting key customer messaging for their own systems
- Gain an understanding of the corporate products, their interrelation, potential customers, and positioning in the market place
- Work with senior management to prepare for several upcoming defense exhibitions including development of marketing materials and key exhibition displays
- Attend exhibitions and provide in-progress reviews as well as after action reviews to ensure continuous improvement of the strategic messaging
- Coordination among internal and external stakeholders
- Contribute to event site planning and preparation as it pertains to the overarching strategic messaging

Required Skills (most if not all):

- Applicants with marketing experience in military, defense, government or engineering sectors
- Proficiency in utilizing MS Office (PowerPoint, Word, Excel) and MS Project (desired)
- Understanding of Concept Development and Operational Concepts
- Understanding of Systems Engineering or a similar engineering discipline
- Familiarity with or work at large defense expositions (AUSA, IDEX)
- Located in metro DC area
- Understand content and discriminate between engineering and operational content
- Ability to review content for presentation, clarity, and conciseness
- Familiarity with and ability to support and work with government teams

Desired Skills:

- Proposal development experience
- Previous management of similar projects (large events)



- Military experience; current operational experience a plus
- Defense acquisition and capabilities development experience

Other Criteria:

- Candidates must have own computer and must be capable of working from a home office
- Candidate will be in a 1099 status