



Director of Business Development - DoW C5ISR (Aberdeen Proving Ground)

RAJANT CORPORATION, the 20+-year leader in industrial wireless patented Kinetic Mesh® networking solutions, is redefining real-time connectivity with resilient Smart Routing technology, ensuring secure, dynamic, and uninterrupted data flow for industrial autonomous and mobile operations across various industries.

From robotic and vehicle autonomy to asset tracking, health and environmental monitoring, smart lighting, BMS, and industrial automation, Rajant's military-grade secure, AI-powered wireless mesh networks deliver adaptive, always-on connectivity for high-stakes environments.

Rajant's mission-critical systems are in use by indoor and outdoor industries such as Warehouse and Factory Automation, Robotics, IIoT, Mining, Rail, Ports, Energy, tunnel and underground communications.

Overview:

Rajant seeks a results-driven, strategic **Director of Business Development** to identify, shape, and capture **Department of War's C5ISR** (DoW C5ISR) opportunities focused on **Aberdeen Proving Ground (APG)**. This **individual contributor** requires deep familiarity with Army & Joint C5ISR program offices, acquisition pathways, & requirement development processes to convert early engagement into funded programs and production revenue by bridging customer needs, acquisition pathways, and Rajant's technical capabilities.

Key Responsibilities:

- Serve as Rajant's BD lead for Army/DoW C5ISR at APG—engage PMs, DEVCOM/C5ISR Center, PAEs, PdMs, contracting offices.
- Build and manage a multi-year qualified pipeline (RFI, BAA, OTA, CRADA, prototype → program-of-record).
- Lead capture & proposal efforts: win themes, partner strategies, compliant submissions, and cross-functional coordination.
- Advise product/IR&D priorities using market signals and customer feedback.
- Own BD targets, pipeline metrics, capture progress, and leadership briefings.

Required Qualifications:

- Active Secret clearance.
- 10+ years in DoW/Army C5ISR-related BD, capture, or program roles.
- Direct experience engaging Army acquisition organizations (APG ecosystem).
- Proven record of building pipelines and winning DoD/prototype awards that transitioned toward production.
- Working knowledge of DoD acquisition pathways (FAR, OTA, BAA, CRADA).

Preferred:

- Former PM, Deputy PM, Product Manager, or senior acquisition professional.
- Existing APG relationships and experience with networked/tactical communications or edge computing.

Education & Experience:

We value practical experience; degrees are a plus. Recent or soon-to-be-retired service members encouraged to apply.

RAJANT'S COMPANY PROFILE: www.rajant.com

Our patented InstaMesh Kinetic Mesh technology powers mission-critical operations around the world:

- Autonomous mining equipment across global sites.
- Robotics in factories and warehouses automating repetitive and dangerous tasks.
- Boston Dynamics' Spot the Robot Dog and various aerial drones.
- Oil and Gas connectivity and Maritime Port automation worldwide.
- Mission-critical communication systems trusted by the U.S. Army to keep America and our Global partners safe.

📍 Why Join Rajant?

- **Be part of a cutting-edge tech company** leading the charge in resilient, AI-driven, real-time connectivity solutions.
- **Engage directly with global defense leaders to bring next-generation networking to the modern battlefield.**
- **Work with a team of visionaries**, engineers, and storytellers dedicated to reshaping industries through secure, adaptive networking.
- **Contribute to critical missions supporting defense, security, and humanitarian operations worldwide.**

Reports to: President, Military & Government Markets. **Employment Type:** Full-Time - Regular. **Location:** Remote (local to Aberdeen Proving Ground, MD preferred). Occasional travel. **Apply:** Introduce yourself w/ cover letter & resume to: jointheteam@rajant.com.

Rajant Corporation is an Equal Opportunity Employer and does not discriminate on the basis of race, color, religion, gender, national origin, age, physical or mental impairment, sexual orientation or any other category protected under federal, state or local law. Rajant is a USG Contractor and complies with all US laws, regulations and Executive Orders.

200 Chesterfield Parkway • Malvern, PA 19355 • tel (484) 595-0233 • fax (484) 595-0244

www.rajant.com