



Obtain valuable experience in business development with a government contractor! G2SF is seeking an intern to support our business development efforts and play a leading role in our growth. Our Business Development and Marketing Internship offers a unique opportunity to work with a small business at a time critical for corporate growth.

Background

With budget reductions and the need to do more with less, there has been a steep increase in the demand for improvements in the effectiveness and efficiency of IT service delivery in the federal sector. G2SF leverages a variety of IT service related frameworks, methodologies, and best practices to help organizations realize their optimal performance potential with the objective of increasing operational efficiencies, reducing operating costs, and improving the overall quality of the IT services that are provided. G2SF measures success based on the degree to which its client's are able to realize tangible benefits from the company's advice and involvement. In summary,

- G2SF is a well-established company that is recognized as a niche end-to-end ITSM solutions provider with a proven track record of results having partnered with a variety of Intelligence, Defense, and Civilian agencies, large system integrators, and leading software providers to support IT organizational transformation.
- G2SF has more than a decade of practical experience successfully implementing Information Technology Infrastructure Library (ITIL®) and ISO/IEC 20000 processes and standards to produce sustainable, consistent, and measurable results.
- G2SF employs a collaborative approach working closely with stakeholders at all levels of an organization to ensure that operational improvements are institutionalized as part of the organizations culture.
- G2SF's tailored approach to ITSM excellence combines the company's mastery of ITIL® and ISO/IEC 20000 with hands-on practical experience implementing commercial and government best practices across a diverse client base.

Objective

Through interning with G2SF, you'll have the opportunity to get broad exposure to the field of IT Service Management in the federal sector, with a focus on business development functions. We offer semester-long internships to current undergraduate students. Our intern(s) are expected to support proposal development efforts by sourcing new opportunities, tracking pursuits, facilitating proposal management and writing, and coordinating systems management. Our goal is to equip interns with a thorough understanding of pursuing opportunities from initial identification through to wins.

Responsibilities

- Identify, conduct research and qualify potential opportunities using industry tools throughout sales life cycle.
- Research potential partner organizations and competitors to gather intelligence.
- Assist in the development of proposals for various government agencies in the area of IT service management.
- Continue to develop relationships with partner organizations and coordinate meetings.
- Contribute to marketing efforts for external communications and representation of corporate capabilities.
- Participate in industry events, trade shows and conferences to learn more about the industry and build a network within the industry.
- Maintain and update internal business development systems for organizational process improvement.
- Other duties as assigned.

Qualifications

- Current junior or senior undergraduate student.
- Background in business or information technology.
- Capability to work independently and take initiative on specific projects.
- Attention to detail and ability to prioritize in a fast-paced environment.
- Strong and professional communication skills, especially via email and phone.
- Ability to quickly learn new software programs and systems.
- Strong organizational and writing/editing skills.
- Interest in business development, IT service management and/or government contracting.

The internship will last approximately three months, with the option to extend based on performance. A monthly stipend is provided depending on weekly time commitment. 40-hour week desired for summer interns; 15-20-hour week desired for semester interns. Academic credit may be offered.

Application Instructions

Please email a cover letter and resume to bd@g2sf.com. Please include your potential availability in your email. Only selected candidates will be contacted for an interview.

To learn more about G2SF, please visit our website: <http://www.g2sf.com>

