



Vice President of Marketing

Are you looking to be part of a intelligent and fast growing organization? Are you looking for a place to turn your ideas into solutions? Well look no further, MetroStar Systems Inc., an innovative and award winning information technology solution provider is seeking new leadership to direct the firm's overall marketing and strategic planning programs, and corporate communications. We seek leadership to facilitate client development through marketing and client services programs in a fast paced, friendly environment with incredible growth potential.

Job Description:

The Vice President of Marketing will direct overall marketing and strategic planning programs, and corporate communications. The VP will also facilitate client development through marketing and client services programs. This leadership role will ensure that innovation demands are focused, planned, and executed. The Vice President of Marketing will work with the CEO and other leaders of the organization to ensure all the current undertakings are identified and planned for execution.

Knowledge and Skills:

The ideal candidate will have over seven years of marketing experience. The candidate will be well rounded in all aspects of strategic and tactical marketing methodologies to both federal and commercial buyers. The candidate will have extensive knowledge of information technology, technical writing, whitepapers, market analysis, pricing models, consumer packaging, channel of distribution, technology trends, budgeting, advertising, statistics and analysis, P&L background, direct marketing, social media, new media services, organizational skills, database marketing, competitive strategies, event marketing, channel marketing, product marketing, product management, team management, presentation, sales and strong training skills during high growth stages.

Responsibilities:

1. Design, implement, and facilitate annual marketing plans for the firm under the direction of CEO. Support and facilitate development and implementation of section business/marketing plans.
 - Work with VPs and Managers to assist their Business plans.
 - Conduct competitive analysis of core offerings and solutions.
2. Plan and administer the firm's Marketing Operations budget and support development of regional marketing budgets.

Please send your resumes to:

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Vice President of Marketing (continued...)

3. Organize and implement client relations including:
 - client satisfaction surveys
 - client development activities
 - client skills training
 - special events
4. Support firm's RFP protocol process including soliciting RFPs from desirable prospective clients and writing proposals for new business and participate in planning and presentation sessions, when assigned.
5. Support business development activities including:
 - Efforts through Business Development Manager/Director
 - Assist VPs in strategic planning for client presentations, social media, etc.
 - Offer coaching for prospective client meetings, presentations, etc.
 - Work with CIO on designing and implementing prospecting and client contact systems.
6. Oversee corporate communications activities through CIO and Quality Control Manager including:
 - External communications and systems
 - Internal communications and systems
 - Public relations efforts
 - External vendors and consultants
7. Develop and administer marketing database which includes client and prospect information for interactive marketing.
8. Assist with and support firm's involvement in various technology networks including coordinating business development and marketing activities via these relationships.
9. Design and plan quarterly marketing training seminars for staff.
10. Oversee firm's interactive marketing efforts including supervision of web site design and maintenance, webinars, social media sites, etc.
11. Supervise Marketing Coordinator, Community Manager(s), Social Media Manger, and Practice Development Manager. Make staffing and hiring decisions within marketing department.

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Vice President of Marketing (continued...)

Employment Standards:

1. Education:
 - College degree required. Concentration in Marketing, Business, or Communications preferred a MBA is a plus.
2. Experience:
 - At least seven years in marketing director role within professional services environment. Strong leadership and consensus building skills; marketing management and strategic planning experience; a proven track record in developing and administering a marketing program.
3. Required Skills:
 - Must be a self-starter, highly organized, and able to work well with technologists and strategic thinkers at all levels in the organization. Polished presentation and interpersonal skills. Must possess top level business management, interpersonal, and facilitation skills. Needs good Knowledge of Microsoft Office and Web based applications.
4. Special Skills:
 - Background in information technology and consulting marketing and knowledge of federal government is a huge plus.

Company Benefits:

- Paid Time Off
- Training Allowance
- Medical/Dental/Life Insurance
- 401(k) Plan

About MetroStar Systems, Inc.

For the past ten years, IT service and innovation provider, MetroStar Systems, Inc., has transformed from a small start-up into one of America's Fastest Growing Companies (2008), as ranked by Inc. Magazine. This vast and diverse experience allows MetroStar to provide its clients with agile, collaborative solutions designed to integrate people, processes, technology, and learning across an organization and geographic boundaries through six major service groups: Portal Strategy and Integration, Enterprise Infrastructure Support, Business Intelligence, New Media Technology, Training & Education, and Custom Development.

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