Vice President, BD (Healthcare)

Concept Plus is a mission-focused technology solutions provider that transforms IT concepts into impactful solutions for federal agencies. Headquartered in Fairfax, VA, we bring the agility, responsiveness, and customer intimacy of a small business combined with the quality and infrastructure of a larger firm.

Recognized as an award-winning Oracle partner, we have delivered innovative solutions across Defense, Intelligence, Civilian, Health IT, and Tribal sectors. Our highly certified experts build systems that drive efficiency, accelerate modernization, and ensure mission outcomes with certainty.

We offer competitive pay, comprehensive health, dental, and vision insurance, paid life insurance, paid time off, 11 paid holidays, performance bonuses, tuition reimbursement, unlimited training, and the opportunity to thrive in a collaborative, flexible, and innovative environment.

For more information, visit www.conceptplus.com.

About the role

At Concept Plus, we don't just pursue opportunities—we transform federal IT concepts into solutions that drive mission success when failure is not an option. We are seeking a Vice President of Business Development to lead our HHS Account.

This high-impact leadership role will shape the account growth strategy, leverage our deep technical expertise, and build relationships that enable critical agencies to modernize, optimize, and secure their IT ecosystems.

Why Concept Plus?

✓ We Change with Purpose – Transforming agencies with solutions that drive operational impact.

✓ We Empower Missions – Applying proven methodologies to ensure certainty in execution.

✓ We Lead with Expertise – Leveraging advanced analytics, cloud, and digital services to modernize the federal enterprise.

✓ We Build for the Future – Delivering technology that keeps pace with evolving mission needs.

If you thrive in a fast-paced, high-growth environment, where entrepreneurial thinking meets strategic execution, this role offers the opportunity to lead, shape, and deliver mission success at scale.

What you'll do

- **Growth & Capture Leadership**
  - Develop & execute a Full and Open growth strategy for US Department of Health & Human Services (HHS).
  - Lead full-lifecycle opportunity management—from identification to capture.
  - Drive growth through targeted capture, recompetes, and organic expansion within key accounts.

    - Strategically position Concept Plus offerings, including data analytics, AI/ML, cloud, and digital transformation.
    - Engage with HHS leadership to expand partnerships and modernize mission-critical platforms.
- **Client & Industry Engagement**
    - Forge and strengthen relationships with senior HHS decision-makers.
    - Act as a trusted advisor and industry thought leader, advocating for mission modernization.
    - Partner with industry primes, mid-tier, and small businesses to drive teaming and joint ventures.
- **Leadership & Collaboration**
    - Report directly to the SVP / GM of Federal Civilian Sector.
    - Collaborate cross-functionally with capture, proposals, recruiting, and operations teams.
    - Mentor and develop junior BD professionals, fostering a culture of excellence.

Required Qualifications

- 10+ years of experience in business development & capture, with at least 3+ years of experience at HHS agencies (NIH, FDA, CMS, CDC, and OASH).
- Proven track record of winning multi-million-dollar federal contracts within HHS.
- Deep relationships within HHS agencies highly preferred
- Expertise in full-lifecycle capture, proposal development, and strategic positioning
- Ability to translate client needs into Concept Plus service offerings, from AI-driven analytics to mission-critical infrastructure
- Strong leadership, communication, and consultative skills—able to guide stakeholders through complex IT transformations
- A hands-on, proactive approach—able to own the process from strategy to execution
- Willingness to travel up to 20%

Concept Plus is an Equal Opportunity Employer. As such, we will give your application full consideration without regard to your race, color, religion, sex, age, national origin, disability, veteran status, sexual orientation, gender identity, or any other classification protected by federal, state, or local law.