

Hallmark Capital Group, LLC, an 8(a), HUBZone, Woman- and Veteran-Owned leader in Government Support Services in the logistics field, seeks a Vice President of Marketing to manage the following responsibilities: Lead all Marketing and Business Development initiatives; establish Marketing Department goals and policies; develop and implement the corporate strategic plan for growth; evaluate all aspects of proposal development, technical writing, past performance information, staffing, and pricing. This position is also responsible for seeking out potential contracting partners and opportunities, attending site visits, and establishing proposal development timelines to meet government deadlines. The ideal candidate will also lead post-award meetings with Operations Department leaders to ensure the company is fully prepared for contract start-up operations; review solicitation documents and develop price and/or cost volumes of proposals for new business and the re-competition of existing contracts. Estimate labor and material costs based on Request for Proposal (RFP) data submitted by prospective customers. Calculates costs using labor and material pricing schedules and historical data; prepares and maintains historical cost data. Please forward all resumes to resumes@hallmark-group.net. EOE/M/F/D/V

Minimum Education and Experience

- Requires thorough understanding and application of Federal Acquisition Regulations (FAR), Service Contract Act (SCA), and pricing for Government contracts.
- Minimum 10 years experience with a bachelor degree in a related field; advanced degree preferred
- Extensive background in logistics management and business development
- Extensive knowledge of industry practices
- Strong interpersonal skills and commitment to teamwork - Prior military experience strongly preferred

About Hallmark Capital Group, LLC

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Hallmark Group (Hallmark) and its family of company divisions have had but one driving purpose: to consistently deliver superior service solutions.

Hallmark is a national government support services, disaster recovery and construction management organization. Hallmark's business approach to company growth has resulted in a diversified and flexible organization. Through the coordination of our family of companies, Hallmark is able to deliver the full spectrum of our core competencies to clients worldwide, while maintaining a commitment to its employees and to the communities in which we work.

Hallmark is a woman-owned, veteran-owned enterprise backed by a management group with over 75 years of contracting experience. Hallmark is certified as an 8(a), HUBZone and Small Disadvantaged Business with the Small Business Administration. Additionally, Hallmark is

certified as a Historically Underutilized Business with the State of Texas, and as a Minority Business Enterprise (MBE) with National Minority Supplier Development Counsel (NMSDC).

Hallmark and its strategic partnering alliances have emerged into one of the leading provider of services for the military and government installations and the private commercial sector nationwide. As a multi-operational service contractor, Hallmark specializes in providing facilities operations and maintenance services, base operating support, logistics support, construction management and disaster recovery services to government and private sector clients.

No matter where your project requirements might exist in the United States, Hallmark can provide you with a dedicated team of administrative, technical and/or maintenance personnel who are committed to supporting you and your facilities in a manner that allows you to concentrate on your core business.