



INTERNAL OPEN POSITION ANNOUNCEMENT

Manager, Business Development (Sales)

ANNOUNCEMENT DATE: March 4, 2009
LOCATION/DEPARTMENT: San Diego, CA

FLSA CATEGORY: Exempt
RELOCATION: Negotiable
SALARY RANGE: Negotiable

POSITION FUNCTION:

- Research, develop, and establish relationships with prospective buyers of security services
- Write responses to Requests for Information and Requests for Proposal
- Prepare and deliver sales presentations
- Assist regional offices with local business development activities

BASIC QUALIFICATIONS:

Candidates must meet the following basic qualifications for this position:

- Have sales experience or high potential for success in sales that can be measured
- Excellent oral and written communication skills
- Proficient computer skills including Microsoft Office, especially Word and PowerPoint

OTHER QUALIFICATIONS THAT MAY INCREASE YOUR POTENTIAL FOR SELECTION:

- Demonstrated success in identifying and selling new business to other businesses
- Proven experience in customer relationship management
- Bachelor's degree in business administration or other business-related fields
- Familiarity with contact management systems, experience with ACT! or other software programs
- Experience in proposal development, presentations, sales or marketing

APPLICATION PROCEDURE: If you intend to apply for this position as an internal candidate, please notify Lee Achord in Corporate Human Resources by e-mail at lachord@wackenhut.g4s.com within 5 working days, copying your immediate supervisor, and submit your formal application within 10 working days of the date of this notice. (You may apply after 10 days, but you will be considered along with external candidates, thereby lessening your chances of selection!) Your complete application consists of your up-to-date resume and cover letter explaining how your selection for this position will benefit Wackenhut.

Managers: Employees must be informed of this opening. Please post this notice in a conspicuous location for at least 20 days, and forward it electronically to all personnel who do not have a Wackenhut e-mail address.