



BOXWOOD STRATEGIES & CONSULTATIVE EXECUTIVE SEARCH

www.BoxwoodSearch.com



TECHGLOBAL

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Rockville, MD 20855
www.techglobalinc.com

Vice President of IT Solutions

Click for full details: <http://boxwoodsearch.com/techglobal-vp-it-solutions>

TechGlobal is a Graduated 8(a), Women Owned Small Business (WOSB). Located in Rockville, MD, TechGlobal has over 14 years of past performance in the government sector. TechGlobal is established in both the State & Local Sector as well as the Federal Sector.

Details of the Role

This is a senior management, leadership role with significant outward facing responsibilities including interaction with customers and business partners. The VP of IT Solutions must also build, train, and manage the internal technical team, continuing to deliver the high quality services our customers have become used to.

Details of the role include:

- Develop and execute a 1 year business plan and a 3 year strategic plan.
- Identify and pursue new clients in the State and Local sector.
- Expand sales to existing customers in all sectors.
- Support the VP of BD in new Federal sales efforts.
- Maximize existing business partner relationships with Accela and Amazon Web Services.
- Identify and pursue new business partners as appropriate.
- Lead key proposal efforts.
- Identify personnel needs and ensure acquisition of quality team members.
- Develop and mentor key staff
- Establish and enforce methodologies for project management, project delivery, and quality.
- Oversee Program Managers/Project Managers; verify that all projects are on track for successful completion.
- Conduct regular project reviews and conduct review of practice performance.
- Ensure profitability of IT projects.
- Manage the overall profit/loss of the IT division
- Maintain a billable utilization goal.

TechGlobal has retained Boxwood to acquire the "right talent" who can grow the company. We invite you to learn about TechGlobal's passion for building more growth and help us determine if we are a good fit for each other.

Please click here for full details of the role: [VP IT Solutions](#)



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The detailed position description includes:

- Summary of the Position
- Description of the Recruitment Process
- Apply Here
- Information about TechGlobal
- Federal Sector Past Performance
- Company Culture
- Details of the Role
- Demonstrated Experience Needed
- Requirements
- Top Goals within the first 12 months
- Compensation
- Benefits Summary
- Executive Leadership Bios

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