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# Example of Capture Management Job Description

Our growing company is searching for experienced candidates for the position of capture management. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for capture management

* Integrating with Strategy and Technology, enabling earlier solutions and architecting of winning strategies and solutions through the development of Pwin improvement plans
* Working as a part of the company leadership team researching, analyzing and sharing business intelligence and developments relevant to domestic and international activities
* Lead a complex capture management and competitive intelligence organization across different geographies and technologies
* Facilitating key strategic captures at the University of Chicago capture class
* Leads the Capture Management strategy and execution to qualify new business opportunities within the Intelligence Solutions Group pipeline
* Performing against financial goals and reporting requirements of a publicly traded, audited defense contractor
* Account ownership and oversight including participation and development of strategy, implementation, monitoring and reporting performance, briefing leadership, and meeting all account goals
* Entrepreneurial Mindset with regard to emerging opportunities to include pop-ups long cycle pursuits
* Will manage large, complex bids
* Is accountable to coalesce tailored customer-centric proposal solutions with differentiated and executable approaches that align with price to win strategy

## Qualifications for capture management

* Six or more years of bid/capture management or related experience
* Experience working with company products and services, delivery assurance, and industry standards on deliverables
* Nine or more years of bid/capture management or related experience
* Acts as a global accounting subject matter expert and provides customers with clear and consistent guidance and education
* Bachelor's Degree and the ideal candidate will have 10 to 15 plus years of experience in government, aerospace & defense industry, or related field
* A proven track record of business development success across the phases of the Business Acquisition Process