



The Felt Presence

Taurus Protection Agency is seeking a self-motivated New Business Development Manager to coordinate, perform requirements analysis, document, implement, and maintain new projects in our Atlanta location. Responsible for maintaining and resolving project management issues, risks, and dependencies through careful project management. Responsible for implementing and transitioning all aspects of the T.P.A Service Design.

Key Duties:

- Acts as liaison between TPA and clients
- Implements company programs for officer and management development
- Creates and executes project work plans and revises as appropriate to meet changing needs and requirements. Identifies resources needed and assigns individual responsibilities
- Manages day-to-day operational aspects of a project and scope
- Reviews deliverables prepared by team before passing to client
- Effectively applies our methodology and enforces project standards.
- Prepares for engagement reviews and quality assurance procedures
- Minimizes risk and raises dependencies and issues for a project
- Ensures project documents are complete, current, and stored appropriately
- Tracks and reports team hours
- Manages project budget. Understands our pricing model for the creation of preliminary projects and budget
- Leads proposal/bid kickoff efforts including completing project scoping and threat assessments. Facilitates team and client meetings effectively.
- Holds regular status meetings with project team.
- Keeps project team well informed of changes within the organization and general corporate news.

- Effectively communicates relevant project information to superiors.
- Delivers engaging, informative, well-organized presentations.
- Resolves and/or escalates issues in a timely fashion.
- Understands how to communicate difficult/sensitive information tactfully.
- Maintains awareness of new and emerging security threats and trends and the potential application on client engagements.

PROFESSIONAL QUALITIES

- Leadership
 - Challenges others to develop as leaders while serving as a role model and mentor.
 - Manages the development of team by ensuring, when possible, that project tasks are in line with each Innovator's career interests.
 - Inspires coworkers to attain goals and pursue excellence.
 - Identifies opportunities for improvement and makes constructive suggestions for change.
 - Manages the process of innovative change effectively.
 - Remains on the forefront of emerging industry practices.
- Teamwork
 - consistently acknowledges and appreciates each team member's contributions.

**Our mission is to reset the standard by
providing our clients with an
unmatched service, relying on old-fashioned
ethics and modern training**

770.960.6077
www.taurusprotection.com
3525 Piedmont Rd
7 Piedmont center suite 300
Atlanta, GA. 30305



The Felt Presence

- Effectively utilizes each team member to his/her fullest potential.
 - Motivates team to work together in the most efficient manner.
 - Keeps track of lessons learned and shares those lessons with team members.
 - Mitigates team conflict and communication problems.
 - Plans and facilitates regular team activities outside of the office.
- Client Management
- Manages day-to-day client interaction.
 - Sets and manages client expectations.
 - Develops lasting relationships with client personnel that foster client ties.
 - Communicates effectively with clients to identify needs and evaluate alternative business solutions.
 - Continually seeks opportunities to increase customer satisfaction and deepen client relationships.
 - Builds a knowledge base of each client's business, organization and objectives.
- Internal Responsibilities
- Suggests areas for improvement in internal processes along with possible solutions.
 - Leads internal teams/task forces
 - Approves team members' time and expense reports in a conscientious and timely manner.
 - Reviews the status reports of team members and addresses issues as appropriate.
 - Complies with and helps to enforce standard policies and procedures.

Qualifications

- Successful contract bidding history (documented)
- Ability to handle several projects simultaneously
- Excellent team player with ability to coordinate with others
- Proof of security procedure designing

Requirements:

Four-year degree in security management, or related law enforcement field, or A minimum of 15 years experience including some in a government environment.

- Minimum 3 years of managing 50 or more employees.
- Must obtain a training license from the Georgia Board of Private Detectives and Security Agencies
- Minimum 5 years experience of successful contract bidding knowledge
- Must be familiar with MS Outlook and Quickbook

**Our mission is to reset the standard by
providing our clients with an
unmatched service, relying on old-fashioned
ethics and modern training**

770.960.6077
www.taurusprotection.com
3525 Piedmont Rd
7 Piedmont center suite 300
Atlanta, GA. 30305



The Felt Presence

Please apply in person or online @ www.taurusprotection.com/careers.html

Preferences

Career Level: 10+ yrs experience

Type: Full Time Employee

Industry/Job Category: Security /Project Manager



**Our mission is to reset the standard by
providing our clients with an
unmatched service, relying on old-fashioned
ethics and modern training**

770.960.6077
www.taurusprotection.com
3525 Piedmont Rd
7 Piedmont center suite 300
Atlanta, GA. 30305