



Chief Growth Officer - Job Description (Remote)

POSITION SUMMARY

Global Emergency Response, Inc. (GER) is looking for a Chief Growth Officer (CGO) to join our team in Augusta, Georgia immediately to lead the development and execution of comprehensive growth strategy for the Company. This role is pivotal in driving business expansion, forging strategic partnerships, and ensuring GER remains a leader in the federal space. GER is a mission-driven organization serving federal agencies, including the Department of Homeland Security (DHS), the Defense Health Agency (DHA), and the Department of Veterans Affairs (VA). We specialize in delivering solutions in Military Health, Shelter Management, and Electronic Medical Records (EMR), with a strong focus on innovation, efficiency, and impact.

KEY RESPONSIBILITIES

Strategic Growth Planning: Collaborate with the CEO, CTO, and Chief Data Officer to design and implement a comprehensive growth strategy aligned with GER's mission and long-term objectives.

Market Expansion: Identify and pursue new business opportunities with DHS, DHA, VA, and other federal agencies. Build and maintain relationships with key stakeholders in these organizations.

Innovation Leadership: Stay ahead of industry trends in Military Health, Shelter Management, and EMR to position GER as a thought leader and preferred partner.

Business Development: Lead efforts to capture new contracts and renew existing ones, including managing the proposal process, developing competitive pricing strategies, and ensuring compliance with federal requirements.

Partnership Development: Establish and nurture strategic partnerships with industry leaders, technology providers, and other organizations to enhance GER's capabilities and reach.

Data-Driven Decision-Making: Leverage data insights and analytics to evaluate growth initiatives, assess market opportunities, and refine business strategies.

Team Leadership: Build and manage a high-performing growth team, ensuring alignment with organizational goals and fostering a culture of innovation and collaboration.

QUALIFICATIONS

- o Proven experience in a senior leadership role driving growth in a federal contracting environment, preferably with DHS, DHA, or VA.
- o Deep understanding of Homeland Security, Military Health, Shelter Management, and Electronic Medical Records and Healthcare domains.
- o Demonstrated success in developing and executing growth strategies that drive measurable results.
- o Strong network within the federal ecosystem and the ability to engage effectively with senior government officials and decision-makers.
- o Expertise in managing proposal development, federal acquisition processes, and compliance requirements.
- o Exceptional communication, negotiation, and relationship-building skills.
- o Strategic thinker with a track record of leveraging innovation and data insights to achieve business objectives.
- o Bachelor's degree is required, advanced degree in business, public administration, or a related field preferred.

WHY JOIN GER

Mission Impact: Work on projects that directly enhance the well-being of military personnel, veterans, and underserved populations.

Leadership Opportunity: Collaborate with a forward-thinking executive team to shape the future of GER.

Growth Potential: Be part of a rapidly evolving organization with opportunities to make a significant impact.



HOW TO APPLY

Interested candidates should submit a resume and cover letter detailing their qualifications and vision for the role to careers@ger911.com.

EQUAL OPPORTUNITY EMPLOYER:

Global Emergency Response is an Affirmative Action and Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status and will not be discriminated against on the basis of disability.

NOTE: This job description is not intended to be an exhaustive list of all duties, responsibilities or qualifications associated with the job. It is intended to describe the general nature and work responsibilities of the position. This job description and the duties of this position are subject to change, modification and addition as deemed necessary by the Company.