

WE ARE SEEKING A LEADER



Scope of Responsibility:

The Director of Federal Services will develop, direct, and implement corporate-wide government contracting strategy and action, with special attention to set-aside programs, including 8(a), HUBZone, and Buy Indian Act. The Director will operate within a startup environment with an opportunity to design a tribal government contracting program that will grow annual revenue from several million to tens of millions.

Essential Functions:

- Leading REDCO's corporate development of Federal Government contracting strategy.
- Identifying, fostering, and managing key relationships with federal agencies such as the Small Business Administration, Department of Defense, and the Department of Interior, Department of Health and Human Services, among others.
- Applying expertise in FAR, SBA and other applicable rules and regulation. Federal Acquisition Rules and regulations in REDCO's responses and actions related to Federal solicitations & acquisition processes.
- Providing top-level management of all federal contracts.
- Directing Subsidiary Managers regarding marketing, relationships, submittal strategies, registration & certifications; and specific strategies for each subsidiary regarding the federal government.
- Managing weekly REDCO Government Contracting (GovCon) team meetings.
- Leading REDCO Subsidiary efforts to establish and maintain listings on Federal Government schedules.
- Ensuring marketing, proposal, submittal, contract submissions.
- Ensuring the database of REDCO Federal Marketing materials are targeted and readily assembled.
- Ensure CRM and Government website subscriptions are utilized, up-to-date and appropriately employed.
- Other duties as assigned.

Qualifications:

- The ideal candidate will have obtained a four (4) year degree, and advanced degree preferred. Must possess a strong foundation in Government Contracting.
- Previous experience in guiding a corporation with diverse offerings through Government Contracting channels.
- Demonstrated knowledge and expertise in Federal Acquisition Regulation.
- Specific knowledge and applied experience guiding Native American Corporations in Federal Government Contracting.
- Project Management experience with PMP and/or National Contract Management Association Certification a plus.
- Demonstrated ability to act as an innovative and collaborative leader.
- Solutions-oriented, growth mindset: can define problems, collect data, establish facts, and present valid resolution.
- Strong communication to build relationships with senior staff and partners.
- Social emotional skills required to manage employees and work collaboratively across multiple teams.
- Strong workplace ethics.
- Respect and appreciation for Lakota culture and lifeways.

Benefits:

- Salary is based on education, qualifications, and experience. Salary is also based on The Department of Labor MSA statistics.
- REDCO offers a generous 3% Simple IRA match
- Comprehensive Insurance Coverage is provided for all full-time employees with coverage paid 100% percent for the employee.
 - Health
 - Vision
 - Dental
- REDCO employees are entitled to life insurance coverage.
- We offer a generous and flexible leave plan that ensures you will find balance:
 - 19.5 Vacation Days
 - Bereavement Leave
 - 11 Holidays
 - Educational Leave
 - Sick Leave

ABOUT REDCO



The Rosebud Economic Development Corporation (REDCO) is the economic arm of the Rosebud Sioux Tribe charged with advancing economic self-determination through enterprise development and management. REDCO's subsidiary corporations generate governmental revenue and create jobs and opportunity for citizens.

Operating under the 7Gen Vision – a 175 year plan of prosperity – REDCO is one part of a larger socioeconomic ecosystem where business enterprise, community development, entrepreneurship and asset building come together through REDCO's sister organizations, Sicangu Community Development Corporation and Tatanka Funds.

The three partners are distinct organizations with interconnected activities operating under one mission: ***“As Lakota, we believe we are all related, and it is our duty to create a better world for future generations”.***

Each entity works to accomplish this mission distinctly:

- At REDCO, we do this by developing amazing leaders who run great organizations. REDCO is focused on tribal enterprise and policy development.
- At Sicangu CDC, we do this by empowering people, strengthening families, and building community-Lakota Style. Sicangu CDC is focused on revolutionizing the food, housing, education, and healthcare systems of the Sicangu.
- At Tatanka Funds, we do this through supporting personal finance, business entrepreneurship, and home ownership.

REDCO carries out its work primarily through various subsidiary for profit corporations operating various lines of industry.

WOOPE (LAKOTA NATURAL LAW FOUNDATIONS)



As a Lakota organization, employees are expected to live out the following core values:

1. **Woohitika** – Bravery to do what is right.
2. **Wowacintanka** – Perseverance to do what is difficult.
3. **Wacontognake** – Generosity to create an abundant world.
4. **Wounsila** – Compassion for all of creation.
5. **Wowicake** – Truth in thought and discipline.
6. **Wooyunihan** – Respect for the world around us.
7. **Woksape** – Wisdom to make the right decisions.

TO APPLY

REQUIREMENTS: Complete the application portal that can be found on REDCO's website: www.sicangucorp.com. Candidates must also be able to pass a drug test.

If current circumstances prevent you from being able to create, find, or email any of the requirements above, please contact us at the email or phone number below and we will do our best to make accommodations.

DEADLINE: Position is open until filled with applications reviewed on a rolling basis.

INTERVIEWS: If you are selected for an interview, we will contact you. However, due to anticipated volume of applicants, we may not be able to contact applicants who are not selected for an interview.

QUESTIONS: Please email Tamera.Medley@sicangucorp.com or call Tamera Medley at (605) 840-1896 with any questions.