



## **VICE PRESIDENT OF BUSINESS DEVELOPMENT**

Set strategy for driving growth into new customers and new markets for a leading defense navigation and instrumentation company. Our client is a well-established, successful and growing division of a major defense contractor based in Southern California. You will leverage state-of-the-art technical capabilities and make an impact on how the US military manages weapons, personnel security, and space communications. You will manage the Business Development efforts associated with the identification, validation, qualification, pursuit, proposal generation and award of business opportunities. Your objectives will include:

- Business Development Strategy and Plan: Work with President and Business Unit General Managers to develop strategies for growth with current and new customers. Create a 5 year strategic business development plan, and an 18 month tactical implementation plan with specific targeted opportunities.
- Drive sales growth to company objectives.
- Leverage company's technology capability and improve communication of this to customers.
- Establish branding and positioning for the company.
- Direct key account strategy including high level customer contact.
- Build and maintain a high performance business development team.
- Solidify and improve business development processes.
- Establish and maintain excellent customer service and support standards.
- Direct marketing communications.
- Provide meaningful, accurate and timely reports to senior management.

### **BACKGROUND AND EXPERIENCE:**

**Education:** BS or BA degree (technical discipline is a plus) with an MBA or MS desired.

### **Experience, knowledge and skills:**

- 15+ years relationship based business development leadership experience with sales to US and international prime contractors as well as the military DoD customer base associated with instrumentation based products and services.
- Solid knowledge of DoD procurement processes.
- Ideally, candidate will have been involved in products and services related to defense electronics (including navigation and guidance, instrumentation, situational awareness) and related systems services to the military.
- Candidates selected will be subject to a government security investigation and must meet eligibility requirements for access to classified information

If you have a track record of driving sales growth in the defense electronics sector, and you are a respected leader with excellent communication and presentation skills, we want to hear from you. Excellent compensation and benefits available.

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