



CUSTOMER ACCOUNT MANAGER, LOS ANGELES-BASED AEROSPACE

Join a major aerospace company that is a leader of several product system solutions used by commercial, business jet and military aircraft OEM's.

SPECIFIC RESPONSIBILITIES:

- 1. New Business Activity:** The CAM will work closely with Business Development Directors (BDD) to identify and pursue new business opportunities at major customers.
- 2. Contract Negotiations:** The CAM is responsible for the successful negotiation of major business agreements, LTA's, pricing agreements/adjustments and any major contract changes to maximize profitability and mitigate risk / liability of the company.
- 3. Internal Communication of Contract Requirements:** The CAM is responsible for contract requirements flow-down, ensuring that contract requirements are clearly known and communicated to all internal functional groups.
- 4. Product Development:** The CAM will be an active core member of the New Product Development Integrated Product Team. The CAM will be the business lead of the team.
- 5. Forecasting:** The CAM is responsible for forecasting OEM build rates and determining anticipated demand.
- 6. Customer Champion and VOC:** The CAM is responsible for establishing and maintaining strong relationships at all levels within customer organizations.
- 7. Program Reviews:** On a regular basis, the CAM will provide program and customer status reviews to upper management.
- 8. High Performance:** To ensure the highest degree of program and contract performance, the CAM is responsible for Operational Excellence and Continuous Improvement within his/her functional area.

QUALIFICATIONS, SKILLS AND EXPERIENCE

- Bachelor's Degree in Business Management / Administration or relevant field of study – MBA preferred.
- Five years or more experience in business management, program management, sales & marketing or strategic partnering in an Aerospace environment.
- Knowledge of aerospace industry regulations such as FAR and DFAR.
- Demonstrated ability to manage large, complex aerospace proposals and contracts.
- Successful history in identifying, targeting, negotiating and winning profitable business.

FOR MORE INFORMATION, PLEASE CALL OR WRITE KEITH OGATA, (949)474-3358, KEITH@BOBSEARCH.COM