



## **DIRECTOR, NEW BUSINESS DEVELOPMENT** **SAN DIEGO-BASED AEROSPACE AND DEFENSE**

Join a medium-sized manufacturer of aerospace and defense electro-mechanical equipment and surveillance systems. Company is a successful division of a fortune 100 company. **Positions are available in the west coast or other regions.**

### **Performance Objectives:**

**1. Maintain Existing Sales:** The DNBD is responsible for interfacing with existing customers headquartered in your respective region. Responsible for developing strong working relationships with key decision-makers of those customers to ensure sales on current programs are maintained.

**2. Develop New Business:** At current customers, the DNBD is responsible for maximizing the company's competitive position to ensure the company bids and captures contracts for future programs.

**3. Customer Satisfaction:** Through constant interface and follow-up with customers and internal MCP organizations, ensure that customer quality and delivery metrics are met.

**4. Develop Marketing Plans:** To accomplish the above objectives, the DNBD is responsible for developing a comprehensive marketing plan that includes a detailed SWOT Analysis.

**5. Support of Sales Efforts:** Where necessary, the DNBD is responsible for leading, coordinating and supporting all efforts related to proposal preparation, pricing, schedule development, negotiations, design reviews and customer visits to the company.

**6. Sales Forecasting:** Utilizing the company's "sales pipeline/funnel" process, the DNBD will develop and update monthly sales forecasts for division planning and corporate reports.

**7. Strategic Planning:** In collaboration with the GM and other division executives, contribute to short and long range strategic plans.

### **DESIRED QUALIFICATIONS AND EXPERIENCE INCLUDES:**

- Bachelors degree in and engineering or business related field.
- 10 or more years experience in technical sales and marketing that includes all early phases of business development, contract negotiations and program support through delivery of product.
- Experience developing business at defense prime contractors and tier 2 and 3 suppliers companies such as Raytheon, Lockheed Martin, Boeing and L3 is required. Proven key account management is a must. International business experience is a plus.

**For more information or to submit your resume, please call or write Keith Ogata, (949) 474-3358, [keith@bobsearch.com](mailto:keith@bobsearch.com)**