



## **Director of Sales and Marketing**

Join a premier developer of switches and sensors within the Aerospace and Defense sector as the Director of Sales and Marketing. The Director of Sales and Marketing will be responsible for the leading and executing of marketing and sales activity for the company that will include marketing and sales for both short and long term as well as targeting new and existing markets. The Director of Sales and Marketing can be located at anywhere as regular travel is required to successfully fulfill their duties. The company is based in the Southern California area.

- **Identify and Close Opportunities:** The Director of Sales and Marketing will the company's customer base by identifying and closing sales opportunities. This will include, analyzing and prioritizing potential opportunities and RFQs based on which will help meet the company's financial goals in the short and long term.
- **Manage Launch Contracts:** The Director of Sales and Marketing will ensure projects are properly launched on time by taking a hands-on approach to overseeing the process and ensuring all information negotiated up front with customers is detailed, accurate and meets both the customer and company needs.
- **Develop Roadmaps:** The Director of Sales and Marketing will develop a comprehensive product/technology/aftermarket roadmap for the company. Currently, the marketing roadmap for the company is set out by the CEO. Based on the experience and relationships of the new Director of Sales & Marketing, they will be expected to work with the CEO to develop roadmaps that will determine competitive product positions, customer trends and market changes for products as well as identify product trends and new developments in related technology.
- **Data Management:** The Director of Sales and Marketing will be responsible for maintaining, summarizing and reporting on all sales activities for the company. The Director of Sales and Marketing will be responsible for individual analysis and management of data and have the ability to communicate the information to company leadership and Board of Directors
- **Managing Pricing, Quotes and Estimates:** The Director of Sales and Marketing will be responsible for managing all estimates, pricing, segmentation and other revenue performance policies.

### **BACKGROUND AND EXPERIENCE:**

The ideal candidate will have the following education, work history, knowledge and skills.

**Education:** Bachelor's degree is required. Major in Engineering or Technology related preferred. Master's degree is a plus.

#### **Experience:**

- 10 years aerospace sales experience, with at least 3-5 years' experience in electrical/electronic/electromechanical related sales.
- Experience selling to aerospace Tier 1s (Crane, Parker, Moog, etc), Tier 2s and Engine OEMs required.
- Experience selling a highly engineered product that is designed-to-order/designed-per program with qualification processes required. Sensor experience is a plus.
- Earlier career experience in Engineering preferred.
- Knowledge of new product introduction, testing and qualification requirements.
- Project management skills including the following: planning, scheduling, negotiating, data analysis, cost estimating/pricing methods, and closing sales contracts.
- An extensive knowledge of strategic goal setting and budget management
- Knowledge and understanding of US and international procurement laws and procedures including FARS, DFARS, ITAR and Export licensing.
- Exceptional verbal and written communication skills

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