



General Manager

Join the leading provider of sustainment solutions for defense aircraft platforms as **General Manager** for their Engineering & Manufacturing Segment. The company leverages long-term relationships with global defense customers to match fleet and product-line specific solutions to meet each customer's aftermarket needs. The E&M segment is focused on in-house development of specific product lines that encompass proprietary engineering, designs, manufacturing process and special tooling supporting legacy aircraft programs.

The GM of E&M will have full P&L accountability for the business and be responsible for the execution of overall business strategy. The base of operations for the executive will be near Ventura County.

The responsibilities of this position includes:

1. **Growth Via Backlog Generation**: Develop and execute strategic growth plans for the company in order to build the backlog book-to-bill ratio.
2. **Supply Chain Management and Supplier Quality**: Work with Supply Chain, Quality, Engineering and Operations to define vendor quality criteria and standards of performance. Interface and work with suppliers to ensure on time delivery of their products and adherence to overall program schedule.
3. **Organizational Development**: Coach and develop a team capable of executing and accomplishing the company's strategic goals, fostering strong working relationships within the management group and assess the organization to determine optimal structure and skills are in place.
4. **Mergers and Acquisitions**: The GM will not only drive growth organically, but also through acquisitions.
5. **Financial Management and Performance**: The GM has full profit and loss responsibility, along with responsibility for managing the working capital of the E&M business, including accounts receivable, inventory, tooling, and overall cash generation.

BACKGROUND AND EXPERIENCE:

Education: Bachelors in Engineering required. Master's degree preferred. Six sigma green belt preferred.

Experience: The candidate must be currently holding P&L responsibility for a >\$10M business as a Director, VP, General Manager, President or equivalent.

- The ideal candidate will have a diverse background touching on the following function areas: Engineering, Product Development, Program Management, Product Line Management, Business Development, and Operations Management.
- Deep understanding of the military market / military programs with the ability to identify prime product development opportunities.
- Strong technical understanding of aerospace product development and production requirements definition.
- Prior experience in a fabrication environment required, and hands-on operations experience is ideal.
- Experience with Aircraft Technical Mod and Source Approval Requests required.
- Significant experience organizing and running a team effectively, including setting objectives and tracking of performance.

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