

KEY ACCOUNT DIRECTOR – BOEING

Join a leading developer and manufacturer of precision components for the aerospace industry as **Key Account Director – Boeing** (“KAD”). The **KAD** will support the company’s first initiative to represent the its five businesses in their endeavors to Boeing, and will be responsible for building the company’s credibility as a most-valued and coordinated supplier to Boeing. This will be achieved through developing and maintaining a close, trusted, and effective working relationship with Boeing and serving as the relationship builder and manager for the account across the company’s multiple divisions. This is a home-office location position, to be based in the vicinity of **Seattle, WA**.

To be successful in this role, the **KAD** must do the following:

- 1) **Grow Organic Sales**: Lead and function as the catalyst to increase sales with the company’s aerospace customers in the Pacific Northwest, especially the company’s key customer—Boeing.
- 2) **Key Customer Development Plan**: Create and implement an annual plan for all activities with Boeing and provide a detailed assessment of the strategic opportunities with the customer and advise company executives and BU leaders on the best ways for the company to invest its time and resources to optimize the outcomes with the customer.
- 3) **Prioritization of New Business Opportunities**: Identify, prioritize and drive the development and capture of new business opportunities for each of the company’s business units.
- 4) **Drive the Qualification Process**: Assertively motivate the company’s divisional presidents to make Boeing a key focus and ensure the qualification process maintains strong momentum by constantly following-up with the respective business unit teams about status.
- 5) **Internal Coordination & Customer Advocacy**: Serve as the primary internal liaison to represent Boeing’s needs and expectations to the appropriate leaders within the company’s divisions that provide products to Boeing.
- 6) **Forecast & Reporting**: Create up-to-date forecasts of emerging and potential opportunities with the customer.

BACKGROUND AND EXPERIENCE:

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

Education: Bachelor’s Degree in Business or related field. Graduate degree is a plus.

Experience: 10+ years in the A&D industry and 5+ years of progressively increasing business development experience that has provided exposure to a significant number of influential decision makers within the aerospace/defense industry. Management of a significant key account of similar scale (\$40M or larger) is desirable, across multiple business units is required. Previous experience selling aircraft components and/or materials and hardware to Boeing is required.

Knowledge and skills: This person will demonstrate the ability to quickly understand the customer’s business, their key players and will understand how the company’s business units can best link to take advantage of the opportunities the customer presents. Key abilities will include:

- Experience in sales and business development projects for major aerospace OEMs.
- Experience in managing complexity related to multi-division customers, multi-division employers, and complex project plans within a matrix environment.
- Strong networking and facilitator skills - generates appropriate levels of contact with the company and Boeing’s management.
- Has the knowledge and ability to seek out and pursue business development opportunities.
- Understands new technology developments and the immediate or future strategic implications for the company’s business units / acquisition opportunities.

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