



### **DIRECTOR/VICE PRESIDENT BUSINESS DEVELOPMENT**

Join a leading build-to-print manufacturer of structural parts and assemblies for the aerospace and defense industry to find them a **Director/Vice President of Business Development** (“D/VPBD”). The company supports the leading international OEMs and Tier 1’s, including Boeing, Lockheed Martin, Northrop Grumman, Triumph Group, Spirit Aerostructures, GKN, IAI and Korean Airlines. The company has been awarded Excellent Quality Ratings from customers, including Gold Quality Rating and 4x Supplier of the Year with Boeing and Platinum Rating with Northrop Grumman. The company has impeccable On-Time Delivery and Quality ratings.

The mission of the D/VPBD is to establish a centralized Sales and Marketing Function focused on expanding and strengthening the company’s relationships with its North American customer base. This is a home-office location position to be based anywhere in the US.

To be successful in this role, the D/VPBD must do the following:

- 1) **Expand Customer Base**: Create and implement a strategy to secure work with new customers, establish relationships, and leverage current work and quality ratings to win new customers.
- 2) **Strengthen Relationships with Customers**: Lead the company to achieve double figure growth over the next year by increasing revenues with current customer accounts.
- 3) **Refine Value Proposition**: Transition and reposition the company’s Value Proposition from purely a machine shop to a diverse, multifaceted group that is able to offer turnkey solutions.
- 4) **Diversification of Markets and Capabilities**: Evaluate, strategize and execute sales expansion within adjacent markets where the company’s capabilities are attractive to customers.
- 5) **Forecasting and Reporting**: Track and report sales activities and efforts on a regular basis to the leadership.
- 6) **Company Representation**: Support the Leadership by being the representative of company in its business endeavors in North America.

### **BACKGROUND AND EXPERIENCE:**

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

**Education:** Bachelor’s Degree in Business Administration, Engineering or a related field.

**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 business development for a company of similar scale (\$40M or larger) is desirable, across multiple business units is preferred.

### **Knowledge and skills:**

- Experience selling Build-to-Print manufacturing of complex machined aerostructure components.
- Build-to-Print Sales Experience is a Must.
- Metallic Experience in Airframes.
- Experience and Knowledge in selling complex manufacturing capabilities, such as titanium hot forming, etc.
- Experience selling into Aerospace and Defense OEM’s, Tier 1s and Tier 2s.
- The ideal candidate will have a career progression beginning in Operations and/or Engineering, then moving into Project Management, then to Sales and Marketing.
- Broad Knowledge of Metallic Aerostructure production flow.