



DIVISION VP – BUSINESS MANAGER

Drive achievement of profitable growth objectives, with P&L control for all functions at an established manufacturing and MRO site in southern California. As Division Vice President/General Manager, you will be responsible for all operations and functions at the SoCal site, which employs approximately 80 people, plus oversight over two additional locations in the US. Your objectives will include:

- **Achieve Budget Performance:** Achieve the goals in the 2018 plan for revenue, margin, and net profit. Current goal is 5-6% increase in revenue with an increase in profitability as well.
- **Improve Working Capital:** Make improvements in management of Accounts Receivable, Accounts Payable, and Inventory, with a goal of improving working capital.
- **Organizational Development and Management:** Improve overall performance and capability of the organization.
- **Customer Relations:** Ensure customer satisfaction and help guide the sales team to identify the best way to approach each customer.
- **New Product Introduction:** Increase new PMA product introduction, shifting the focus of engineering from OEM to PMA. Improve the product development process by effective market analysis, target product identification, improving project management and incorporating design for six sigma
- **Operational Improvements:** Define metrics for optimum performance. Work with new Operations Director to transform manufacturing into a more sophisticated, consistent environment. Improve factory performance by executing lean manufacturing initiatives such as Kanban, SIOP, 5S, and Kaizen while maintaining focus on Quality improvements.
- **Corporate Coordination:** Work with other DVP GMs (both North America and International) and BU VP to collaborate on best practices for the business unit. Provide reports for division and corporate as needed.

BACKGROUND AND EXPERIENCE:

Education: Bachelor's Degree in Engineering or other technical discipline is preferred. Master's Degree or MBA strongly preferred

Experience, knowledge, and skills:

- Minimum 10 years progressive management experience; minimum 5 years in a senior level role with direct P&L responsibility.
- Prior experience working in the aerospace industry required.
- 3rd party MRO experience strongly desired.
- Travel: 30% (Domestic and International)
- Due to contracts with the United States Government, the candidate must be either a US Citizen or Greencard holder.
- Strong financial acumen and have ideally worked for a publicly traded company continuously pressured to lower costs while improving performance.
- Broad experience in the direct implementation and management of lean and visual management tools and systems in both manufacturing and transactional environments.
- Familiarity with the manufacturing of low volume, high mix [engineered] products.

If you are a communications driven with the analytical skills to resolve issues throughout an organization, we want to hear from you.

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