



CHIEF COMMERCIAL OFFICER

Lead sales, marketing, and business segment management as Chief Commercial Officer, propelling this well-funded start-up to aggressive goals. You do not have to relocate – the management team is situated across the US. In this newly created CCO role, you will lead overall sales strategy and tactical implementation, working in conjunction with the business development, finance, legal, and technical teams. To take the company to next level, your objectives will include:

- **Execution of Sales Plan/Revenue Growth:** Create, drive, and implement a strategic sales and marketing plan for the business to achieve desired revenue levels for business aviation and regional airline sales.
- **Obtain Supplemental Type Certificates (STC):** Persuade MRO partners to adopt the technology, develop STCs, and be system pioneers and champions, to ensure they help sell the solution to their key customers.
- **Personnel Growth:** Expand and manage the sales and marketing staff to keep pace with the growth of the company. Evaluate, improve, and manage the current sales organization to ensure the group has the right skills, people, and clearly articulated goals.
- **Strategic Development:** Participate with the senior management team, business development, finance, legal and technical teams in shaping the future strategies of the company, including development of new and/or niche markets, and new products.
- **Develop Dealer/Distributors Relationships:** Secure additional dealer/distributor relationships and strategic partners as needed to achieve desired revenue traction.
- **Key Market Segments:** After addressing the BA and CA markets, drive additional sales inroads into defense/military, general aviation, and direct business with primes.
- **Marketing Communications:** Ensure that all MarCom aligns with company values, portraying an honest and true message, support for customers, and creative, bold solutions. Develop market strategies with pricing, price/cost analysis.

BACKGROUND AND EXPERIENCE:

Education: Bachelor's degree required. MBA or equivalent desired.

Experience: 10 years of business experience in sales & marketing leadership, with at least 3 years' experience specifically in aviation telecommunications (IFC or IFEC). Direct experience in business aviation, commercial aviation, government, military and/or helicopters (a combination of several is ideal). International experience strongly preferred.

Knowledge and skills: Understands technical capabilities and limitations of satellite and air-to-ground systems in aviation applications. Knowledge of product marketing and/or product management. Experience with establishing pricing models.

- Travel: 60%
- Location: Remote position.
- Due to contracts with the US Government, candidates must be either US citizens or US permanent residents.

If you are an accountable sales leader with high integrity, a sense of accountability, and creativity, we want to talk to you.

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