



### **Director of Business Development**

Join a leading provider of high performance airborne products and system solutions focusing on the defense market as Director of Business Development (“DBD”). The company has had a long history of success, and currently employees over 2,000 across its multiple locations in the United States. The DBD will be responsible for deepening the penetration of the market, reaching the division’s sales goals, and helping scale the business. This position will be based at the company’s headquarters in the South Western US.

**1) Meet Sales Goals:** Achieve sales growth goals for targeted markets through securing programs with new customers, expanding relationships with current customers, and identifying and prioritizing new markets / adjacencies for cultivation.

**2) Manage the Budget:** Successfully meet portfolio sales goals while ensuring that the budget goals are met.

**3) Develop & Deepen Customer Relationships:** Develop and maintain excellent relationships with current and future customers to achieve sales goals. Take a proactive approach to customer communication and sales efforts. Ensure complete understanding of customers’ diverse approaches of operating, maintaining, and purchasing for the Air Mobility / Air support Aircraft.

**4) Develop Internal Relationships:** Manage sales activities through cross functional groups which will support all proposal and sales activities, including Engineering, Proposal Support, Technical Sales, etc.

**5) Bid & Proposal Process:** Lead the proposal and bidding process for all sales efforts. This will include building and managing cross functional teams from different. Utilize tracking of all proposals, ensuring accuracy and timeliness.

### **BACKGROUND AND EXPERIENCE:**

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

**Education:** Bachelor degree is required. Major in Engineering or related technical field preferred. Graduate or MBA degree is a plus.

### **Experience, Knowledge and skills:**

- 5-10 years of experience in DOD related business development, capturing aftermarket upgrade programs.
- Previous experience in the Air Force, Navy, or Marine Corps preferred.
- Previous experience as a Pilot or Aircrew of an Air Mobility, Air Support or Air Fighter aircraft is a plus.
- Experience driving the requirements generation processes desired.
- Detailed knowledge of how the US Air weapons forces generate and complete material requirements is used desired.
- Proven track record of successful contract wins and documented business growth.
- Has direct, personal relationships with key industry and government customers, including business relationships with Procurement Personnel in the DOD, Army, Airforce, or USMC; the Budget Planning Staff in Congress; Engineering or Manufacturing staff at EFW, and etc.
- Experience working with an international parent company or division is preferred.
- Must be a team player, independent thinker, able to multi task and communicate.
- Strong influencing skills and ability to build alliances.

Contact: Kaitlyn Nash / [Kaitlyn@bobsearch.com](mailto:Kaitlyn@bobsearch.com) / 949-471-6200