

VP Business Development

Join a private equity group that controls several businesses providing electronic products and services to aerospace and defense operators and contractors as **VP Business Development** (VPBD). The VPBD will direct the business development function for the Holding company and its subsidiaries. This position will be based in the central coast of California.

The responsibilities of this position includes:

1. **Strategic BD Plan for Holding Company's Subsidiaries:** Assess the capabilities and market position of the company's three businesses to identify areas of opportunity both short and long-term, and then develop and implement a comprehensive business development plan to address.
2. **Cross Platform Synergy and Organic Growth:** Identify and utilize synergies between the company's businesses to drive new opportunities across the three businesses.
3. **Strategic BD Plan for the Holding Company:** The Holding company has the capacity for acquisitions and the VPBD will be expected to identify acquisitions that have a direct fit with the existing operations, however, the majority of the growth is expected to be organic. Consolidate the business strategic plans into the Holding company's strategic BD plan.
4. **Branding:** Sharpen branding to market a consistent image to employees, customers and marketplace.
5. **Customer Relationships:** Develop and maintain executive level relationships within the customer base to secure existing opportunities and identifying new program opportunities.

BACKGROUND AND EXPERIENCE:

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

Education: Bachelor's degree is required; a degree in engineering or some other technical discipline preferred.

Graduate or MBA degree is a plus.

Experience and Skills: 10+ years of experience in the aerospace industry with experience in leading the business development function of a company.

- MRO experience is required; avionics or aerospace electronics required.
- Experience in identifying and selling PMA opportunities.
- Experience managing the entire sales process from RFQ through negotiating pricing and contract terms.
- Balanced mix of commercial and military aerospace experience.
- Strong knowledge of finance and engineering; financial modeling skills required.
- Excellent organizational, analytical, abstract reasoning, communication, and presentation skills.
- Demonstrated success in organizational development and team building.
- Extract meaning and actionable insights from CRM data.

Contact: Jeffrey Tyson, Vice President / 949-471-6208 / jeff@bobsearch.com