



Segment Leader

Join a growing, PE-backed, global group of manufacturers supplying components principally to the aerospace industry as the **Segment Leader**. The Segment Leader holds P&L for the segment of companies that produces components used in hydraulic, fuel, and air applications for the aerospace, marine, nuclear, and oil and gas industries. The Segment Leader will continue to evolve the strategy for the segment in a dynamic marketplace by understanding the potential use of low-cost manufacturing for the least complex products, scaling business to nearly double its current size by way of both organic and inorganic growth and strategy, and advancing relationships with customers. This position will be based in Orange County, CA. The responsibilities of this position include:

1. **Segment Strategy**: Build and execute a strategy by securing customer commitments and continuing collaboration. Important parts of the strategy include selecting a low-cost country for manufacturing and evaluating pricing as well as covering market growth, expansion, breadth of product line, and adjacencies in products for the segment.
2. **Implement Low-Cost Manufacturing**: Evaluate, select, and launch a new manufacturing operation in a low-cost area.
3. **Pricing**: Maintain a strong focus on achieving a balance and optimization in the pricing of the segment's product lines. Closely track the competitive market and continue to optimize several advanced pricing capabilities.
4. **Supply Chain**: Continue to innovate the production systems by adding on new equipment and improving supply chain plans. Focus on risk-reducing any weaknesses in supply chain or partner services.
5. **Advancing Customer Relationships**: Focus on identifying opportunities to advance customer relationships. Advance the customer relationship to better understand the customer and market's needs and identify areas for the segment to add on new product lines and/or capabilities.

BACKGROUND AND EXPERIENCE:

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

Education: A Bachelor's degree is required. Technical subject is preferred, and an MBA or master's is a plus.

Experience: 15+ years in operations leadership experience within an aerospace manufacturer. Candidate will currently be holding the title of General Manager, Managing Director, CEO or the equivalent with P&L responsibility of at least \$50M. Experience in an aerospace manufacturing business with a high volume, high mix environment. Experience working across multiple sites and successfully establishing new operations is required. Experience with aircraft OEM (Boeing, Airbus) and distributor customers is required. Previous experience identifying and integrating acquisitions is required.

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