



Chief Commercial Officer

Join a leading provider of aerospace structural assemblies and components, and design engineering support services, as Chief Commercial Officer (CCO). With a global manufacturing presence, this company manufactures tens of thousands of products for a variety of aircraft platforms and provides turnkey engineering capabilities to support aircraft life cycles. The CCO will be responsible for Business Development, Contracts and Estimating functions. The position is based in the Midwest US. The responsibilities of this position include:

1. **Business Development Vision:** Set commercial strategy by customer and market and driving growth in revenue and penetration of new and existing customers.
2. **Key Relationships and Negotiations:** Manage key relationships from tip-to-tail. Handle the front-end sale / capture (including bidding, estimating, and contract negotiations) and back-end when there are claims, contract disputes, requests for cost-down, etc.
3. **Estimating, Contracts, Program Execution:** Unify Key Account Managers, Bidding and Estimating, and Contracts under a single point of authority and accountability.
4. **Sales Processes:** Develop dashboards and tracking mechanisms (revenue vs. budget by customer, by program, and by line item).
5. **Forecasting:** Develop and manage an accurate revenue forecast for current year, along with 1-3-and 5 year.
6. **Cross-Sell Strategy:** Develop and execute a cross-selling strategy with the company's international arm, and identify opportunities to leverage the capabilities, products and services globally.

BACKGROUND AND EXPERIENCE:

Education: Bachelor's degree is required. Business Administration, Engineering or equivalent technical or professional field of study. MBA or Master's degree is a plus.

Experience:

- 10+ years of aerospace experience in growth related activities that include business development, strategic planning, capture, and proposal development.
- 5+ years of managing a team in leading complex projects such as captures and proposals.
- Proven ability to engage with and successfully influence customers and industry peers.
- Numbers –complete mastery of the forecast, contract details, understanding the impact of give-and-take decisions on margins, etc.
- Presence – excellent written and verbal communication skills, including strong presentation experience, and the ability to sit with customers in friendly and adversarial negotiations.
- Master Negotiator – a complete understanding of contracts, the potential levers to pull, and always one step ahead.

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