



Vice President of Sales and Marketing

Join a world's leading independent aerospace component maintenance, repair, and overhaul service provider focused on APUs and related products as Vice President of Sales and Marketing. The VPSM will be responsible for the growth of the company by providing sales plans, resources, tactics, and results to enable an increase in compound annual growth rate (CAGR) and a gross margin across the company. Located in the greater Phoenix Arizona area, you will report to the CEO, with these objectives:

1. **Sales Strategy:** Create a sales strategy for all 4 core sites, taking into account the current individual sites' core competencies and goals. The overall sales strategy must align with corporate growth objectives.
2. **Improve Sales Performance:** Responsible for a more disciplined and structured approach to sales, leveraging the full capacity of the business to offer the maximum value to customers, rather than just a lower price.
3. **Organizational Development:** Lead the development of the sales team and the professionalization of the company. Develop people to their full potential and keep personnel motivated and productive.
4. **Customer Engagement:** Proactively engage with customers to improve relationships and customer satisfaction, in addition to building and managing strategic partnerships. Develop a more disciplined, structured approach
5. **Financial Management – Forecasts/Reporting:** Develop a sales forecast and metrics to monitor the sales function.

BACKGROUND AND EXPERIENCE:

Education: Bachelor's degree preferred in a technical or business discipline.

Experience: 15+ years of demonstrated Sales Leadership success. Must be capable of leading sales teams to accomplish their goals. 5+ years of Aerospace and Defense sales experience required, preferably in the air transport, airline, or MRO markets.

Knowledge and Skills: Demonstrated skills in establishing long term strategic relationships with customers. Experience with mechanical systems in the MRO and airlines markets.

If you are a superior communicator with a strong sense of self-confidence with a high sense of accountability, we want to talk to you.

CONTACT: Jeff Tyson, Vice President / 949-471-6208/ jeff@bobsearch.com