



Vice President Strategy and Accounts

Drive sales success in current accounts, new business development, and direct strategy for the company, as VP of Strategy and Accounts for this designer and manufacturer of military and aerospace electronic products for Tier 1 markets. Located in the Central Coast of California, you will report to the GM, with these objectives:

- **Securing Follow-on Business:** Deepen and expand relationships with established customers to improve pursuit of follow-on programs and new business. Extend relationships vertically (to higher level leadership and Program Management at customers) and laterally (into new program areas and departments).
- **Pursue New Business:** Ensure the business development team have the strategic and technical plan to pursue new customers.
- **Customer Scorecard Results:** Improve overall customer scorecard results, with improved reliability, responsiveness, and communications. Work with peers on OTD and quality delivery.
- **Account Analysis:** Develop in-depth understanding of each customer, their technical development model, and competitor inroads. Create and present to management a review and strategy for each account.
- **Salesforce Implementation:** Expand utilization of Salesforce within account management operations.
- **Strategic Planning:** Drive the strategic planning process for the company, aiming at profitable growth and capturing opportunities. Include diversification, NPI, competitor analysis, etc.
- **Strategic Partnerships:** Develop relationships with potential strategic partners by seeking opportunities to co-market products and combine products together into an enhanced technical offering.
- **Organizational Development:** Mentor and coach account managers to improved capability with customers.
- **Website Management:** Manage overall website presence, and work with the Business Development team on additional marketing communication activities.

BACKGROUND AND EXPERIENCE:

Education: Bachelor's degree, preferably in a technical discipline. Master's, in engineering, or MBA, desired.

Experience: 10 years' experience in account or program management. Defense experience required. Aerospace experience preferred. Experience with electronics components, systems, subsystems, is preferred.

Knowledge and skills: Current or previous security clearance preferred. Comfort running programs and running customer accounts. Experience running accounts with prime defense contractors.

Additional Factors: Travel: 25%; willing to fully relocate to Central Coast of CA. US Citizens or US Permanent Residents.

If you are an excellent communicator, with a commanding leadership presence, and a driver of productivity, we want to talk to you.

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