



Sr. Director Business Segment Leader

Join a leading provider of high-performance airborne products and system solutions focusing on the defense market as **Sr. Director Business Segment Leader** (“SDBS”). The company has had a long history of success, and currently employs over 2,000 across its multiple locations in the United States. The SDBS will be responsible for developing a business growth strategy, market understanding, strategic roadmaps, teaming and partnerships, and setting business objectives aligned with company vision. This position will be based at the company’s headquarters in the South Western US.

1. **Strategic Plan:** The SDBS will establish the vision, execute strategic plans, and set direction to support the company’s strategic vision.
2. **Growth and P&L Management:** Lead and support business development / capture efforts for both follow-on and new work, especially by supporting the business development team.
3. **Program Management:** Direct all phases of the business segment’s programs from inception through completion.
4. **Organizational Development:** Provide the leadership to develop the business segment team; manage the team to ensure the work is well-organized and prioritized, and executed on time, meeting budget, and within quality.
5. **Budget:** Oversee the budget performance of the division, with a focus on meeting project contract requirements while controlling expenses.

BACKGROUND AND EXPERIENCE:

Education: Bachelor degree is required, preferably in engineering or business. Background in Engineering or related technical field highly desirable. Graduate or MBA degree is a plus.

Experience, Knowledge and skills:

- 10+ years in sales and/or business management experience in the DoD industry.
- Previous Military experience is preferred.
- Proven track record of successful contract wins and documented business growth.
- Solid understanding of the market, experience in developing business and growth strategy.
- Pursuing, capturing, and executing ACAT I, II, III type programs.
- Developing and executing a growth strategy based on solid strategic planning.
- Creating and capturing new business.
- Establish credibility in US Government and DoD.
- Thorough understanding of government processes and procedures.
- PMI PMP certification and or DoD / DHS Acquisition PM level II or III preferred.
- Ability to present/receive technical briefing to/from senior government officials.
- Ability to obtain a US security clearance.
- Excellent knowledge of program management methods and Earned Value Management.

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