



Sr. Director Business Segment Leader

Join a major publicly traded aerospace and defense corporation as **Sr. Director Business Segment Leader** (“SDBS”) over their C4ISR business. This business designs and manufactures communication, RF amplifier and command and control systems for the major military branches. The Senior Director will be responsible for P+L leadership, control over program execution, customer relationships, business performance objectives and market growth strategies for next generation programs and products. This position will be based at the corporation’s headquarters in the South Western US. The responsibilities of this position include:

1. **Strategic Plan:** Establish the vision, execute strategic plans, and set direction to support the company’s strategic vision.
2. **Growth and P&L Management:** Execute the strategic initiatives and expand market share in the United States.
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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