



OEM Business Development Manager: West

Drive sales success in new business development and current accounts across the western US for a leading defense industry producer of ground, sea, and air support solutions for extreme environments. As OEM Business Development Manager: West, you will cultivate and expand defense OEM customer relationships, focusing on developing new accounts with large defense OEMS across the western states. Additionally, the **BD Manager** will support and develop customer relationships, meeting annual orders targets and corporate growth objectives with current defense OEM's.

This role can be located anywhere within the Western US, reporting to the VP of OEM Business Development, with these objectives:

- **Portfolio Management:** Deepen current customer and new OEM relationships through a proactive account management approach to relationship building. Expand current customer relationships and identify new opportunities and products to increase sales.
- **Process Improvement:** Develop and conduct the evaluation plus implementation of new initiatives and business opportunities for the company under direction of the senior business development leader. The **BD Manager** will provide strategic and tactical input to company executives by evaluating new initiatives and business opportunities.
- **Market Assessment:** Conduct market analysis and competitive assessments in the development of strategic campaigns in order to win business. The **BD Manager** will collaborate with the product line management team to develop a product plan and future growth strategy. This person will understand the landscape, know direct competitors, and identify industry trends from customer standpoint. The **BD Manager** will also attend tradeshows, industry day events, and meetings at customer facilities, industry partners, and the organization's manufacturing facilities.
- **Proposals and Agreements:** Manage and influence the preparation of proposals, business plans, proposal work statements and specifications, operating budgets and financial terms/conditions of contracts. The **BD Manager** will lead the proposal management team through capture and business development.

BACKGROUND AND EXPERIENCE:

Education: B.S. in Engineering, Marketing, Business Administration, or related discipline preferred. MBA ideal.

Experience: 8+ years of experience in business development and/or sales, and background with major defense contractors.

Knowledge and skills: The ideal candidate will come onboard with a rolodex of customers, decision makers, influencers and evaluators in the defense market. Must have previous experience with the DoD acquisition process. Must have a Track record of building and managing a robust new business pipeline from opportunity identification through the entire capture management process, which includes proposal development and successful negotiations.

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

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