



Business Unit Leader

Join a leading producer of engineered components and systems for the defense market as a Business Unit Leader. In this P&L role, the BU Leader will create and implement the short- and long-term strategy and growth for the division, with a focus on expansion, evolution, and innovation. This leader will work to define a forward-looking value proposition for the company, with respect to shifting market dynamics, customer needs, industry trends, and the competitive landscape. This role will be based in the greater Tri-State area. The responsibilities of this role will include:

1. **Develop and Implement Strategy:** Grow the company's market share and generate and deepen revenue for the business in various market verticals, as well as identify growth opportunities and synergies in adjacent spaces.
2. **Implement Process:** Promote the company's migration from a function organization to a business unity structure through the implementation of key processes.
3. **Organizational Development:** Gain followership and attain buy-in from internal stakeholders at all levels in support of a high-performance culture.
4. **Devise Product Roadmap:** Analyze the customers' technical challenges and the competitive landscape and steer the development of new product solutions, identify growth opportunities, refine existing product portfolios, and execute new product initiatives to meet the company's growth goals and overall business strategy.
5. **Aftermarket:** Develop an aftermarket strategy and incorporate that strategy into product pricing and product development.
6. **P&L Management / Financial Control:** Hold Accountability for full profit and loss performance, balance sheet improvement, and operational cash generation for the division.

BACKGROUND AND EXPERIENCE:

The ideal candidate will have the following education, work history, knowledge and skills.

Education: Bachelor's degree is required. Background in Engineering or related technical field is highly desirable. Graduate or MBA degree is a plus.

Experience, Knowledge and skills:

- 10+ years in sales and/or business management experience in the defense industry.
- Proven track record of successful contract wins and business growth.
- An understanding of the defense acquisition process and how to get "spec'd in" is required.
- Demonstrated experience in building and leading a team is required. Candidates must be able to identify instances where they rallied the team in order to accomplish a major objective.
- Candidates must have the ability to speak to technical requirements.

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