



### **Vice President of Sales and Business Development**

Join a leading designer and manufacturer of next generation high-power solid-state power amplifiers (SSPAs) and block upconverters (BUCs) for the defense and commercial markets as Vice President of Sales and Business Development. The company has recently undergone significant growth in revenue and are actively pursuing additional markets to expand. The Vice President of Sales and Business Development will hold full ownership of the company brand, is responsible for the strategy for growth in sales, and drive the tactical actions required to achieve results. The key objectives include:

- **Business Capture Process:** Implement a formal business development capture process to empower the BD/sales team and meet the company's sales goals.
- **Build Sales Team:** Evaluate and improve the current business development organization to ensure that the group has the right skills, people, and structure.
- **Open-up New Markets:** Identify areas for new business opportunities to meet year over year growth goals. Provide the plans to execute on the new strategy.
- **Relationship Building:** Align with the key executives at customer's corporate offices including understanding their business strategies and road map. Oversee the marketing budget.

### **BACKGROUND AND EXPERIENCE:**

**Education:** Bachelor's degree in Electrical Engineering, Business, Economics, or related technical degree is required. MBA is preferred.

### **Experience and skills:**

- 15+ years' experience in sales/business development with increasing responsibility.
- Military background with past 10+ years in the Industry is preferred.
- Technical understanding of the product line is required.
- Field experience from the military or through field sales is preferred.
- Experience selling for a sub-system or system integrator is ideal.
- Demonstrated experience in building and leading a sales team.
- Strong communication skills including presentations and technical writing.
- Skilled in building relationships and working in a collaborative environment.
- Strong business acumen.

**Contact:** Jeff Tyson / [jeff@bobsearch.com](mailto:jeff@bobsearch.com) / 949-471-6208