



Job Title: Program Manager
Reports To: Business Unit Manager

Summary of Position:

In the role of Program Manager, you are responsible for and have the authority to lead and manage all military and commercial programs. This role requires leading cross functional teams from (Sales, Engineering, Operations, Quality and Finance) to ensure a comprehensive and efficient program performance leveraging the entire team to achieve program success. As the Program Manager you are empowered to lead the team to provide technical specifications, program costs and schedule program requirements.

Responsible for business results (for more than one product line) including product launch and commercialization, new business generation, proposal preparation, bookings (orders), profit and Loss accountability. This role will also include developing and maintaining customer relationships, contributing to the yearly business plan and operating activities. The end goal is to provide exceptional customer service and ensure all business objectives are met.

In the Product Manager role, you will work with cross-disciplinary teams including engineering, design, procurement, operations, finance and customers to implement growth initiatives, as well as execute successful new product launches and production ramp up.

Keys to success in this role include a proven ability to lead products to market, strong business acumen, an entrepreneurial drive and an innovative mindset.

Duties and Responsibilities:

- Responsible for coordinating hardware build activities supporting all scheduled deliverables.
- Focal point of contact between Engineering, Production, Supplier Management and Manufacturing
- Understanding of production / manufacturing; people, machines, materials, information, and efficiency to make a product.
- Understands product design and development requirements.
- Assist Procurement/Purchasing agents with Supplier issue resolution.
- Primarily focused with increasing productivity through the management of people, methods of business organization, and technology.
- On-site support during critical assembly periods to reduce delays with real-time disposition of build issues; address fabrication / manufacturing issues related to drawings / design.
- Facilitate communication to ensure all functional departments understand customer expectations.
- Expedite problem resolution to reduce on dock delivery impact to Customers.
- Maintain detailed planning of activities / events with actions, dates, responsibilities related to hardware.
- Identify long lead items through Project Planning.
- Implement Risk mitigation plans.
- Participate in DFM / DFA reviews to eliminate manufacturing issues.
- Process required documentation for Sales Orders, Export Licenses, etc.



- Routinely prepare and present progress to Customers and Management.
- Use of Earned Value Management Tools to report the health of each program.
- Ensure that all program objectives meet or exceed contractual obligations.
- Develop management control systems to aid in financial planning and cost analysis, and design production planning and control systems to coordinate activities and ensure product quality.
- Communicate to Senior Management any problems and suggested solutions.
- Prepare reports for Management and Senior Management on sales, performance, and savings.
- Liaise with the appropriate personnel within the logistics chain to organize and expedite inventory shipments, purchase orders and repair orders.
- Ensure overall customer satisfaction.
- May be required to travel to customers sites.
- All other duties as assigned.

Qualifications:

- Required Bachelor of Arts degree (B.A.) or Bachelor of Science degree (B.S.) in Engineering Industrial, Manufacturing or Aerospace from a four-year college or university; or eight years related experience and/or training; or equivalent combination of education and experience.
- Program / Product Management experience.
- Experience with increasing responsibilities.
- Experience leading multi-discipline projects is required.
- Broad business knowledge preferred: sales, engineering, finance, and operations.
- Highly organized and able to execute complex tasks and communicate effectively.
- Skills in MS Office and MS Project, Visio.
- Aerospace or Industrial experience preferred.
- Can work independently as well as in a structured group.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Skill Set Required:

- Leadership abilities.
- Understanding of the details of creating real value.
- Good business sense/judgment.
- Critical thinking and problem solving.
- Action oriented.
- Strong communication skills (verbal and written).
- Open and honest communication. No politicians need apply.
- Take ownership for their performance and for their team's performance.
- Results oriented.
- Manage and prioritize multiple programs to maximize value creation.
- Willingness to travel 10-25% / International travel may be required.



Physical Demands/Work Environment:

The physical demands and work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Maneuvers in, around, under, and about factory and/or laboratory equipment on a regular and continuous basis.
- Must be able to lift and carry up to 40 pounds and comply with OSHA standards.

While performing the duties of this job, the employee may be regularly required to sit, stand, bend, reach and move about the facility. The environment characteristic for this position is an office setting. Candidates should be able to adapt to a traditional business environment.

To apply, submit resume: www.uscargosystems.com/careers/