



Job Title: Business Unit Manager

Reports To: Vice President of Sales

Summary of Position:

Reporting to the Director of Sales & Marketing, the Business Unit Manager is responsible for business results (Profit and Loss, meeting annual plan and growth in the value for a business). The scope of this position includes: leadership of a cross functional business unit team (sales, operations, engineering, quality), new business generation, proposal preparation, bookings (orders), Profit and Loss accountability, developing and maintaining customer relationships, establishing the yearly business plan, overseeing operating activities to ensure good customer service and cost objectives are met, contract negotiation among other business related duties.

Duties and Responsibilities:

- Focuses on details of value creation, i.e.; value based pricing, continual cost improvement, and identifying profitable new business opportunities, market analysis.
- Guides a team of sales personnel, engineers, and manufacturing personnel to create intrinsic value.
- Develop relationships at new business accounts while maintaining long standing relationships with distributors, end users and Original Equipment Manufacturers (OEM's).
- Sell the value of products and influence customer's decision to purchase.
- Provide weekly and monthly sales reports to management.
- Determine and implement strategic and/or tactical plans to win profitable new business.
- Negotiate sales and marketing contractual commitments with OEM's and end users.
- Travel will be global and include OEM meetings, distributor meetings, sales events such as trade shows, customer site visits with either salesman or distributors, and corporate meetings.
- Represent Telair USCS at trade shows, conventions, and seminars to maintain customer contact, increase brand exposure, and publicize new products and services.
- Manage a small team of direct reports in the office and field.
- Travel requirements will be approximately 25-30%.
- All other duties as assigned.

Core Competencies:

- 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.



Core Competencies *Continued*:

- Manage and prioritize multiple programs to maximize value creation.
- Good writing skills.
- Extensive working knowledge of MS office software (particularly MS Excel and MS PowerPoint).

Education and/or Experience:

- 4-year college degree (engineering or business degree preferred).
- MBA Preferred.
- 5 years minimum related experience.
- Experience with increasing responsibilities.
- Broad business knowledge preferred: technical sales, engineering, finance, and operations.
- Aerospace or Industrial experience preferred.
- Ability to drive results from current and prior positions.
- References validating proven performance is 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/