



**Job Title: Business Development Manager**  
**Reports To: Director of Sales**

### **Summary of Position:**

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Reporting to the Director of Sales & Marketing, the Business Development Manager will support both the Military and Commercial Business Units. Responsible for developing and executing strategies for continued new business growth and expansion of legacy business. Plans, coordinates, and manages business development activities including customer engagement, lead generation, and proposal development. This role will focus on both commercial and military new business development opportunities for the OEM (Original Equipment Manufacturer) and Aftermarket segments. This role will also include developing and maintaining customer relationships and contributing to the yearly business plan.

### **Duties and Responsibilities:**

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- Lead the sales effort to pursue and win profitable new business
- The primary focus is to engage with customers early in the procurement cycle to assist with specification development to minimize competitive risk and increase chance of success
- Take the lead role throughout the new business cycle; primary objectives include:
  - Identify new opportunities with both existing customers and prospective customers
  - Participate in development of product requirements
  - Obtain Requests for Proposal (RFP), Requests for Quote (RFQ) and Requests for Information (RFI) if applicable
  - Generate, manage, and submit new business proposals
  - Participate in negotiation of relevant terms of sale
  - Close and secure new business wins consistent with the company value drivers
- Primary customer interface throughout the new business cycle, responsible for building and fostering strong customer relationships and partnerships
- Meet with customers to understand their requirements, assist in specification development, share technical information, and promote our company and products
- Create, own, and manage the new business pipeline and drive opportunities through the opportunity funnel in conjunction with the Business Unit Managers
- Contribute to sales forecasting, long-term business planning, and product line strategy development
- Lead and conduct business, industry, market, platform, product and competitor analysis to develop strategies to support business growth and profitability
- Support marketing activities for the business, including trade shows, conferences, industry events, and media
- Travel requirements will be approximately 50-60%



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**Qualifications:**

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- 4-year college degree (engineering or business degree preferred)
- 5-10 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

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**Skills Requires:**

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- 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
- Good writing skills
- Extensive working knowledge of MS office software (particularly MS Excel and MS PowerPoint)

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**Physical Demands/Work Environment:**

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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 15 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/](http://www.uscargosystems.com/careers/)