

<b>Job Title:</b>	Military Business Development Director
<b>Department:</b>	Military Programs
<b>Reports to:</b>	Vice President Military Programs
<b>Location:</b>	Negotiable
<b>Salary Range:</b>	\$80-\$120k

**Job Title:**

Military Business Development (BD) Director

**Projects:**

UH-60A/L Modernized Integrated Avionics System and DVE-M systems development

**Job Description:**

**(U.S. Military Pursuits)**

This person will work closely with customers from all regional commands and U. S. military services specifically SOCOM, 160<sup>th</sup> SOAR, Aviation Center of Excellence, TRADOC Capability Managers, and Aviation & Missile Research Development and Engineering Center (AMRDEC) and PM DVE-M. The candidate interacts with Rogerson Kratos (RK) senior leadership, program management, trade show personnel and software engineers to develop displays and integrate systems for use in multi-service H-60s and other aircraft in the future. The candidate will be responsible for the creation of a marketing & engagement plan, influence chart, briefing charts and brochures in support of customer engagements. This individual will also be able to demonstrate the Rogerson Kratos systems using the cockpit demonstrator and systems integration labs (SILs) and participate in developmental lab efforts to perfect the system solution.

**(Foreign Military Sales Pursuits)**

The candidate will be one of RK's contact individuals with key decision makers in the Department of Defense (DOD) Defense Security Cooperation Agency (DSCA), the State Department, Military agencies such as U. S. Army Security Assistance Command (USASAC), SAM-D, Program Executive Officer – Aviation (PEO-A), Program Manager Utility Helicopters (PMUH), Program Manager Aviation Systems, Non-Standard Rotary Wing Activity, Aviation and Missile Command (AMCOM), and work through Congressional offices as required.

Candidate will coordinate with regional sales people, who are contacting Embassies commercial and military personnel in country and generating Letter of Requests (LOR) and Letter of Acceptance (LOA) requests from foreign customers.

Candidate is available to coordinate with our engineering team to provide user interface and assist in documentation to certify our equipment for the intended use.

Candidate is able to lead proposal efforts and work with RK proposal manager to navigate and complete time critical milestones, conduct interim reviews, edit written sections and articulate elements of the “deal” that makes the RK proposal the winner.

The candidate must be energetic and comfortable working in a fast-paced agile environment. This position requires a candidate with strong interpersonal and self-motivational skills in order to meet deadlines. This individual must be capable of working independently and with a minimum of supervision. He/she must know how to deal with joint and combined commands, and has a strong aviation technical background. He/she should be capable of working well with program managers, other hardware and software engineers, trade show schedulers and set up personnel, experimental test pilots and DERs. The candidate must know how to sell products and Rogerson Kratos to customers.

### **Skills/Background:**

The necessary skills for this job are the following:

- Bachelor of Science or Arts Degree minimum, MBA or MS in Engineering a plus
- 10 years of Military Experience in the aviation field, Army preferred
- Helicopter rated, UH-60 preferred
- Prior Business Development experience with Industry a plus
- Experience in Military Acquisition
- Previous experience writing, leading, or evaluating technical proposals a plus
- Proficient in MS Powerpoint and MS Project
- 160<sup>th</sup> SOAR experience a plus
- Travel to customer locations, trade shows, and Washington DC (Pentagon, DSCA, Congress)
- Excellent communication skills with peers and senior leadership
- US Citizenship Required
- DISAM Course Qualified a plus
- Ability to Obtain Interim and Final DoD SECRET Security Clearance