MILTOPE
A company of ST Engineering North America

Position Title:	Director, Business Development
Department:	Business Development
Reports To:	VP, Business Development
Location:	Huntsville, Alabama
Level:	Supervisors/Managers
FLSA Status:	Exempt
Prepared Date:	2/12/2020
Approved Date:	2/12/2020

SUMMARY

Miltope manufactures rugged computers and computer devices. We have multiple offices located primarily in the United States. We encourage a healthy work life balance with our PTO programs and 9/80 work week. In addition we have excellent benefits such as tiered health plans through BCBS, 401k and various insurances that are employer paid.

The primary objective of business development is to identify customer and market requirements, formulate strategies, and to develop the customer relationships leading to the generation of orders for our products and services to grow the business.

ESSENTIAL FUNCTIONS *(To perform within this position successfully, the incumbent must be able to perform each essential duty satisfactorily. Other duties may be assigned.)*

-For assigned areas, fully accountable for business development and strategic planning, establishing the overall direction of the business, and achievement of new business/bookings goals.
-Lead the development of relationships between key decision makers in the customer community and the Miltope leadership team.
Identify potential opportunities and coordinate capture efforts across Miltope to secure new business.
-Create/maintain Miltope presence in the assigned market/territory and effectively communicate Miltope capabilities in this area.
-Work with multiple functions and programs and will assist program teams in the successful completion of program business priorities.

-Lead in the scheduling, tracking, and completion of capture/proposal activities for assigned market/territory.
-Will make frequent visits and contacts with various program customers to discuss program status and customer satisfaction.
-Will assist in the scheduling and conduct of technical briefings and meetings for new business acquisition.
-Will interact with equivalent level managers to determine appropriate resolution of program specific issues.

Supervisory Responsibilities: No only process management

BASIC QUALIFICATIONS *(The requirements listed below are representative of the knowledge, skills, and/or ability required and preferred for this position.)*

Required Education & Experience:

-Bachelor's Degree in related field.
-Strong customer background required with understanding of rugged computers and military communication systems for government marketplace.

Required Knowledge, Skills, & Abilities:

- Excellent oral, written and presentation skills.
- Comprehensive understanding of the customer requirements, budget and acquisition process.
- Proficient in Microsoft operating system and applications.
- High energy, strong team player that is capable of working self-sufficiently in the field.
- Frequent travel is required.
- US citizen

Preferred Education & Experience:

- Bachelor's Degree
- 10+ years of experience, with a successful track record in new market

Physical Demands and Work Environment:

Position environment is neutral with low to moderate noise exposure, in a seated position requiring the extended use of a computer and computer equipment that uses manual dexterity, speech, listening, seeing, hearing and writing skills. Position will be based in Huntsville, AL and will require approximately frequent domestic and possible international travel to support technology transfer, development, and system reviews in accordance with applicable US Government security and ITAR regulations.

Miltope Corporation is part of an integrated engineering group providing solutions and services in the aerospace, electronics, land systems and marine sectors (ST Engineering North America Government). STENAG's innovative solutions, products and services include rugged computers and peripherals able to perform under extreme conditions, commercial aviation products, software solutions in training and simulation; and ship design and shipbuilding.

Miltope Corporation is an Equal Opportunity Employer and considers qualified applicants for employment without regard to race, color, creed, religion, national origin, sex, sexual orientation, age, disability, veteran status, or any other characteristic protected by law.