



MILTOPE

A company of ST Engineering North America

Position Title: Chief Technology Officer-Product Development to Market
Department: Engineering and Business Development- Huntsville, Alabama Office
Reports To: President and CEO
FLSA Status: Exempt
Prepared Date: 7/22/2021
Approved Date: 7/22/2021

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 CTO role has the ultimate responsibility to define an over-arching strategy linking the company's consumer technologies with markets to meet top level short and long-range business objectives. He/she is also responsible for promoting innovation and facilitating the intersection among research, development, agile technology innovation, and leadership vision throughout the customer product roadmap. The role operationally has responsibility for oversight of both Business Development and Engineering functional organizations within Miltope, thus ensuring that both organizations are working synergistically to develop producible, marketable products on time, within cost and quality, such that the company's commitments to both our parent organization and also to our customers are met.

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

- Leads the company's strategies in Research & Development and Sustainment Engineering to provide solutions to customer demand and revenue growth.
- Directs activities of the Business Development functions of the company to achieve company objectives for sales volume and new market penetration through customer intimacy.
- Develops strategic plans and sets timelines for evaluation, development, and deployment of all hardware and software services
- Directs activities of the marketing function, this includes competitive analysis, product and consumer research establishing sales, budgets and quotas, product pricing and distribution.
- Ensures technology standards and best practices are met
- Directs activities of company field sales force, representatives and our distributors. Provides leadership, training, management and market support. Coordinates field sales effort to enhance ability of market personnel to work effectively and achieve goals.

- Supervises sustainment engineering processes, integration, and system tests
- Directs product and customer service activities. Responsible for maintaining satisfactory customer perceptions of company services and products.
- Analyzes actual sales and marketing performance against budgeted sales volumes and market penetration levels.
- Shares technological visions, opportunities, and risks company-wide
- Analyzes current and new industry trends, technologies, and software development
- Represents the company at conferences and networking events
- Ensures the company's technological processes and service comply with all requirements, laws, and regulations
- Manages all advertising and sales promotional activities.
- Establishes and maintains contact with potential customers and actively participates in marketing efforts to support key accounts and a high level of sales.
- Manages departmental budgets.
- Develops and implements changes to marketing plans, programs, and strategies as necessary to achieve targeted market share.
- Works with other company executives, develops strategies for changes to existing products and services or development of new ones to increase company market share.
- Travels as needed.
- Performs other duties that may be required.

Supervisory Responsibilities: Yes

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

Required Education & Experience:

- Four year Bachelor's Degree in Engineering, Business Administration, Information Technology, Computer Science or technology related discipline.
- Eight to ten years of proven experience in successful development of products to market to revenue stream.
- Ability to secure and maintain a security clearance.

Required Knowledge, Skills, & Abilities:

- Proven history of successful problem solving with strong sense of ownership and urgency
- Strategic managerial style with the ability to promote accountability through goal setting.
- Very strong leadership and organizational skills.
- Excellent communication skills, both oral and written.

- Ability to express clearly the financial status of the company and associated financial matters.
- Ability to achieve financial results.
- Ability to work with other members of the company's organization.
- Exceptional negotiating skills.
- Exceptional ability to work in harmony with teams throughout the company.

Preferred Education & Experience:

- MBA
- Preferred DoD acquisitions experience across multiple platforms
- Preferred experience in the ruggedized technology industry
- Preferred Subject Matter Expert (SME) knowledge of hardware/software solutions in secured communications;/cybersecurity
- Preferred experience penetrating commercial markets
- Preferred experience working in both small and large organizations
- Preferred experience with Microsoft Dynamics
- Preferred experience in a technology based company

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. Frequent air and car travel.