

Terma North America (TNA), the US subsidiary of Denmark based Terma A/S, is searching for a highly qualified **Director, Business Development** to join our team of exceptionally dedicated professionals in an exciting and rewarding fast paced highly successful company. Leveraging the outstanding Terma reputation and our strong relationship with the US DoD, Homeland Security and large Prime Contractors for more than three decades, Terma has developed a significant presence in the U.S. as provider of mission critical solutions for aerospace, defense and security sectors. We are known as an independent, agile, and fast responding partner for mission customized solutions. For further information, please visit www.terma.com.

Location: Crystal City, VA / Atlanta, GA / Warner Robins, GA

The Challenge:

The Director, Business Development will execute and/or lead Terma Aeronautics efforts to conceive, develop, pursue, and capture programs in the application areas of aircraft self-protection, applied aerostructures, audio systems, and electronics manufacturing services. This candidate will work as a key part of a global team to identify, qualify, and position for new, existing, and sustainment business. This individual will lead major pursuits, manage customer relationships, participate in identifying solution concepts, and sales opportunities within the DoD and for major prime contractors.

Essential Job Tasks:

- Responsible for leading business development, key account management, and win strategy activities; accountable for meeting defined individual and organizational sales and revenue objectives.
- Establishes and maintains strategically important key account relationships.
- Develops focused campaign capture plan objectives, strategies and tactics in conjunction with quantifying and qualifying opportunities.
- Interfaces directly with customer decision-makers to shape market opportunities and optimize business cases for new/existing products, technologies, and services. Must work closely with end-users and customers to align and shape the technical, programmatic and budget requirements required for program definition.
- Must work closely with the global business development team, Advanced Design and Engineering teams to develop and successfully market targeted, specific customer solutions.
- Opportunities to increase skill sets over time and to build a long-term career either within business development, operations, or through other opportunities within Terma.
- Travel to customer locations throughout the U.S. to develop a broad customer base for the Aeronautics business unit.
- Partners and works closely with customers to further understand and anticipate their needs.
- Develop key account and capture plans, partnering agreements (MOUs, MOAs, CRADAs, etc.) with strategically important organizations and customers and help devise competitive proposals.
- Develop a strong understanding of customers' business operations and goals to perform new business development activities with existing and new customers.
- Work collaboratively with Terma team in Denmark and major U.S. partner organizations to develop new opportunities with customers.
- Establish and maintain professional relationships with leaders in the government and within industry and become known as a professional resource to the industry.
- Participate in selected Government/Industry Associations briefings to industry, and industry briefings to government.



Qualifications:

Minimum Education and Experience:

- Bachelors of Science degree in a technical field is required with a minimum of 10 years of experience with substantial exposure within the DoD and Commercial Aerospace sector.

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Required Skills and Experience:

- US Citizenship with ability to obtain a Department of Defense (DOD) Security Clearance
- Experience in developing business opportunities and conducting marketing campaigns with customer communities such as U.S. aerospace industry prime contractors, U.S. service components, and foreign military sales agencies.
- Demonstrated experience in the following business disciplines: strategic planning, competitive assessment, development and implementation of strategic and operational plans, business acquisition processes, and proposal writing/management of the proposal process. In addition, a sound understanding of government procurement process, DoD contracts, regulations and procedures, and DoD operations and sustainment services is required.
- Must possess relevant U.S. DoD and/or military knowledge and experience along with a strong background in international defense business related to Foreign Military Sales (FMS) and Direct Commercial Sales (DCS) processes.
- Technical background must be sufficient to develop and provide customer briefings on Terma's Aeronautics products in the context of aircraft self-protection and aircraft avionics integration.
- Strong oral and written communication skills are required to develop external/internal papers, presentations, and business plans.
- Willingness to travel extensively (25% or more)

Preferred Skills and Experience:

- Advanced degree (MBA, MS, etc.)
- Interaction with SAF/IA, NIPO and/or DASADDEC in Aeronautics field
- Experience as an Electronic Warfare Officer, Naval Flight Officer or Pilot
- Experience with various Office of Defense Cooperation's
- In-depth knowledge of EW Radar Warner Receivers, Jammers, Missile Warning Systems, DIRCM/LAIRCM systems, Counter-Measurers Dispensers
- Low-Observable, Counter Low Observable policy knowledge

To Apply: Send resume to Terma North America, Inc. – employment@termana.com

Terma North America, Inc. is an Equal Opportunity/ Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin, and requires affirmative action to ensure equality of opportunity in all aspects of employment. Executive Order 11246, as amended, protects applicants and employees from discrimination based on inquiring about, disclosing, or discussing their compensation or the compensation of applicants or employees.