

Terma North America (TNA), a U.S. subsidiary of Denmark-based Terma A/S, is seeking a highly qualified **Technical Product Manager - Aeronautics** 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: Atlanta, Georgia

The Challenge:

The **Technical Product Manager-Aeronautics** is part of our Advanced Design team. The Advanced Design Team is responsible for identifying technologies and developing future markets and products in support of our global aeronautics business.

The Technical Product Manager- Aeronautics Applications will develop solutions for future markets by providing innovative solutions that leverage emerging and disruptive technologies for the DoD and Commercial Aerospace industry. This is a position that will exert influence across multiple internal and external organizations; Advanced Design, Business Development, Product Development, Industry and Academic Partners, and Department of Defense (DoD) Customers. This highly visible position is key to further expand Terma's growing presence in the North America region.

Job Requirements

- Identify technology and product concepts that contribute to advancement of Aeronautics Business Area.
- Ensure alignment of advanced research product goals with Aeronautic business objectives.
- Maintain an active project portfolio of multiple advanced research design products in the aeronautics application business area.
- Stay current on open literature as they relate to advanced aeronautics research products.
- Create notional ideas and mature into advanced concepts.
- Lead research projects from concept to functional prototype.
- Leverage a high level of self-motivation and hands-on skills to simplify complicated problems; assignments are self-initiated, determine and pursue courses of action necessary to obtain desired results.
- Provides solutions which are highly innovative and disruptive within the Aeronautics Business Area.
- Interface with management and project teams to report R&D activity status.
- Support proposal development activities including development of technical solution, proposal text development, completion of technical requirements matrices, cost estimating, and presentation activities.
- Regularly hold Technical Interchange Meetings and provide technical proposals to government, commercial and academic research activities.
- Generate and evaluate new Intellectual Property.
- Work with customers to understand and translate customer needs into technical solutions, determine requirements of new products, develop concepts and define proof of concept prototypes.
- Provide technical leadership in formulating requirements and identify critical engineering requirements.
- Work directly with System Integrators and other Original Equipment Manufacturers.



- Define interfaces between assigned system and sub-system components.
- Be a prime customer interface for technology innovation discussions and new research and development activities.
- Be the POC for all technical issues regarding product sustainment.

Qualifications

Minimum Education and Experience:

- Bachelor's degree in Engineering, electronics, computer science or directly related discipline plus a minimum of 10 years of substantive related work experience OR Master's degree plus 8 years of related work experience

Required Skills and Experience:

- Excellent oral and written communication skills
- MS Office experience (Word, Excel, Outlook, PowerPoint, etc.)
- Is recognized as a Company/Industry expert resource
- Experience with proposal writing
- Self-driven: Ability to work independently or as part of an international team
- Good interpersonal skills and ability to navigate in complex organizations and markets
- Fluent as a team member in brainstorming and free-thinking activities
- Ability to work in a multi-disciplinary team environment
- Demonstrated ability to communicate effectively with customers as well as with team members working remotely.
- Willingness to travel 25% Domestic and International
- Ability to obtain and maintain a security clearance

Preferred Experience:

- Experience/Knowledge with Terma products or similiar products
- Systems thinking skills (i.e. ability to work at a detailed level, but understand system level implications)
- Knowledge necessary to write requirement specifications

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.