



WEBCO HR, Inc.

Let Experience be Your Guide

BUSINESS DEVELOPMENT ENGINEER, MILITARY AFTERMARKET

- **TORRANCE, CALIFORNIA**
- **HUNTSVILLE, ALABAMA**
- **EAST AURORA, NEW YORK**

WEBCO HR, Inc. is seeking a Business Development Engineer, Military Aftermarket for one of our clients in all three of the above locations.

SUMMARY:

Our client is looking for a Business Development Engineer for our Aircraft Military Aftermarket Sector. In this role, you will be responsible for new business pursuit and capture opportunities for non-OEM aftermarket programs, with a focus on aftermarket growth. You will work closely with Business Unit Managers to build relationships with DOD customers and utilize those relationships to identify opportunities for new business in the areas of reverse engineering, modifications and upgrades to aging aircraft systems and repair and overhaul of non-OEM products. This position is based at one of their aerospace facilities in Torrance, CA, Huntsville, Alabama or East Aurora, NY.

RESPONSIBILITIES:

- Maintain a high level of customer intimacy to enable to take maximum advantage of new business/growth opportunities.
- Coordinate the market strategy and identify markets and opportunities for new Sustaining Engineering programs.
- Develop working relationships with customer's technical staff involved in non-OEM R&O, product upgrades, obsolescence management and reverse engineering decisions and program execution.
- Serve as a technical lead for proposal efforts and function as program technical lead after contract award and up to the point of production transition.
- Monitor opportunities for participating in funded programs.
- Participate in management and resolution of major issues affecting the relationship with the customer and co-ordinate with Group Engineering management to forecast and assign resources in the support of new business opportunities.
- Maintain status on Competitors products, services technology and strategy related to the aftermarket customer.
- Travel to customer sites as needed (travel is typically domestic)

REQUIREMENTS:

At a minimum, you need to meet these Basic Qualifications:

- Bachelor of Science Degree in Engineering or Science.
- Minimum 10 years of work experience in Engineering or Business Development.
- Ability to work on classified programs.
- This job requires access to US export-controlled information.

Preferred Qualifications include:

- Prefer that the Bachelor's Degree is in Electronics or Systems Engineering.
- Business Development experience in the Aerospace or Defense manufacturing industries.
- Experience working with DoD customers.
- Former military experience in procurement, contracts or logistics is helpful.
- Understanding of the military aftermarket business environment.
- Experience with flight actuation systems, controls systems, or electronic systems

COMPENSATION:

- Base Salary
- Full Benefits

THE COMPANY:

Our client is the leader of advanced flight controls for commercial and military aircraft. They are positioned on virtually every aircraft in the marketplace, supplying reliable systems that are highly supportable and add significant value for their customers. The company designs, manufactures and integrates precision motion control components and systems. Their high-performance solutions are used in satellites and space vehicles, military and commercial aircraft, launch vehicles, missiles, industrial machinery, marine applications, and medical equipment. Headquartered in East Aurora, NY, they employ over 13,000 employees in 28 countries. While they are most known for their products that are the best in the industry, what's unique about is their culture of trust and mutual respect that allows for personal initiative, autonomy and excellence.

WEBCO HR, Inc. is an Equal Opportunity Employer

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