



# WEBCO HR, Inc.

Let Experience be Your Guide

## **AVIONICS/ELECTRONICS BUSINESS DEVELOPMENT ENGINEER**

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

**WEBCO HR, Inc.** is seeking a Avionics/Electronics Business Development Engineer for one of our clients in both of the above locations.

### **SUMMARY:**

Our client is looking for an Avionics / Electronics Business Development Engineer, for our Aircraft Military Aftermarket Sector. In this role, you will be responsibility for new business pursuit and capture opportunities for non-OEM electronic/electrical 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 our aerospace facilities in Torrance, CA 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:**

Minimum Qualifications to be considered:

- Bachelor of Science Degree in Electronic, Systems or Aerospace Engineering.
- Understanding and experience in the design, analysis and development of aircraft electronic systems.
- Minimum 10 years of work experience in Engineering.
- Ability to work on classified programs.
- This job requires access to US export-controlled information

Preferred Qualifications include...

- Business Development and/or program management experience in the Aerospace or Defense manufacturing industries.
- Experience with commercial and military standards (RTCA/RTCA/DO-160, MIL-STD-461, MIL-STD-704, MIL-STD-810, and RTCA/DO-254 standards), qualification, and certification.
- Experience working with DoD customers.
- Knowledge of electronic/software certification.
- Former military experience in procurement, contracts or logistics is helpful.
- Understanding of the military aftermarket business environment .
- Experience with aircraft mission control, electronic warfare, weapons/protection systems, 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

**[APPLY](#)**