

Cobham Mission Systems Division

2734 Hickory Grove Road
Davenport, IA 52804-1203 USA

T: +1 (563) 383 6000

F: +1 (563) 383 6323

Business Development Manager

Principle Duties and Responsibilities:

- Manage the business development, marketing, and product support responsibilities for assigned business & products to capture new business opportunities.
- Research, analyze and recommend investment strategies for assigned business & products and effectively communicate requirements to senior management.
- Research and recommend long-range strategic planning for assigned product lines including the impact on related department personnel and resources.
- Manage program aspects with Engineering, Operations Contracts and Finance during the initial stages of opportunity analysis, financial assessment, through negotiation and capture. Participate in new product development, product design reviews, transition of new product into production, and implementation of new products with customers.
- Develop program reports that include booking/order forecasts, billing/revenue schedules, cost and pricing estimates, and market pricing strategy.
- Conduct customer visits and product marketing presentation.
- Participate in trade shows and technical symposiums.
- Prepare and present marketing program briefings to internal and external customers.
- May be responsible for managing direct reports and marketing representatives.
- Perform all operations according to prescribed safety principles.
- All other related duties as assigned.

Qualifications (Educational/Experience):

- Bachelor's degree in related field (engineering, science, marketing or business) with a minimum 10 years of related experience. Bachelor's degree in engineering or science and Master's degree in business preferred.
- Judgment and critical thinking skills to analyze complex business strategy and financial analysis.
- Good public relations and marketing skills to work with a diverse customer base.
- Ability to analyze and solve problems (technical and financial).
- Ability to establish and build customer relations and analyze customers' fiscal budget cycle/process.
- Team building skills necessary to communicate and gain support for corporate vision and strategies from the employees within the assigned business area.
- Mastered effective presentation skills (technical and business), communication skills (verbal and written) and interpersonal skills.
- Travel as necessary domestic and international (typically 25%).
- High level of computer software proficiency to accomplish responsibilities.
- Lift up to 25 lbs occasionally.
- Work in an office and indoor or outdoor industrial environment.

Compensation/Benefits:

- Health, dental, vision, and life insurance
- 401K
- Education assistance
- Flex hours
- 15 paid holidays
- Fitness Center
- Business casual dress, and more.

To Apply: Send a cover letter and resume by e-mail to: CMS.DAVapplicant@cobham.com

Or you may mail or fax to: Employment Office
 Cobham Mission Systems Division
 2734 Hickory Grove Road
 Davenport, IA 52804-1203 USA

T: +1 (563) 383 6384

F: +1 (563) 383 6106

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