

Business Unit Manager.

Reports to the Director of Sales & Marketing

Acme Aerospace, Inc. a leading manufacture that designs and manufactures custom batteries and battery control electronic systems for military and commercial aircraft applications is currently seeking a high energy, self-driven, detail oriented experienced individual responsible for business results (Profit and Loss, meeting annual plan and growth in the value for a business).

Key Areas Of Responsibilities:

The scope of this position includes: leadership of a cross functional business unit team (sales, operations, engineering, quality), new business generation, proposal preparation, bookings (orders), Profit and Loss accountability, developing and maintaining customer relationships, establishing the yearly business plan, overseeing operating activities to ensure good customer service and cost objectives are met, contract negotiation and other duties.

This position focuses heavily on value creation. The Business Unit Manager focuses on details of value creation, i.e; value based pricing, continual cost improvement, and identifying profitable new business opportunities. He/She guides a team of sales personnel, engineers and manufacturing personnel to create real intrinsic value.

This is the key job in the company for promotion to senior management positions.

The business unit team is led by the business unit manager. This is considered the primary development position for senior leaders across the corporation. Each quarter, the manager has the opportunity to present their results to the senior corporate staff (CEO, CFO, COO, EVP, and other Portfolio Company Presidents). The direct access to senior leadership provides excellent learning opportunities and exposure for Business Unit Managers.

Required Leadership Traits:

- Leadership qualities and abilities
- Understanding of the details of creating real value
- Good business sense/judgment
- Critical thinking and problem solving
- Action oriented
- Strong communication skills (verbal and written)
- Open and honest communication.
- Take ownership for their performance and for their team's performance
- Results oriented
- Manage and prioritize multiple programs to maximize value creation

Position Qualifications:

- 4-year college degree (technical degree preferred but not essential)
- MBA preferred
- Knowledge of Aerospace and Defense marketplace
 - Sales Cycle
 - Customer Base
 - Acquisition and procurement process
- Experience with increasing responsibilities
 - Cross Functional - Broad business knowledge preferred: sales, sales operations, contracts engineering, finance and operations
 - Knowledge of commercial aerospace and defense contracting
 - Industrial, Manufacturing experience preferred
 - Demand planning and forecasting (SIOP preferred by not essential)
 - Management experience-direct reports
 - Ability to drive results from current and prior positions

Acme Aerospace Inc. is an Equal Opportunity Employer and encourages the application of female, minority, disabled and veteran candidates. Candidates must be able to perform essential responsibility without or with reasonable accommodations. Due to the potential for exposure to ITAR controlled data, the incumbent in this role must be a US Person (US Citizen or US Permanent Resident).

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.

Interested candidates should submit their resume to.

To apply please submit resume to: hr@acme-aero.com

Acme Aerospace Inc.
Tempe, Arizona
EOE
M/F/V/D