



Example of Aerospace & Defense Job Description

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Our growing company is hiring for an aerospace & defense. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for aerospace & defense

- Maintain high customer satisfaction through proactive communication and ownership of issues
- Partner with Sales to develop and drive shared account goals/objectives aligned with the customer's vision of success
- Identify new application areas and work with Marketing to create compelling messaging and demonstrations to attract new customers/prospects, by delivering this content at large and small events
- Rigorous pursuit of spot and contractual business in line with the Business Unit's growth targets with a nimbleness to react accordingly to market and business changes
- Develop an in-depth understanding of the territories market dynamics and its customers
- Work in conjunction with Manufacturing and the Business Unit to offer solutions and services to existing and prospective customers
- Develop an in-depth understanding of customer's decision-making process and recommend/implement actions to obtain sales as a result
- Become familiar with S&OP systems and potential advantages as it relates to internal and external connections
- Establish close relationships and linkages with all levels of customer purchasing, technical, engineering program and management personnel
- Understand, document and communicate key Industry processes

Qualifications for aerospace & defense

- BS/BA (or equivalent) in relevant field (business, marketing)
- A minimum of 7 years experience in business development and/or marketing positions in relevant industries, including leadership roles
- Direct experience in sales and business development with specified customer
- Ability to travel in close proximity to specified customer's facility (Seattle, Washington)
- Proven track record of identification, evaluation, and commercialization of new business opportunities