

BUSINESS DEVELOPMENT MANAGER

The Company :

Notre client est une entreprise multinationale qui oeuvre dans le domaine de la fabrication de pièces pour l'industrie de l'Aéronautique.

L'entreprise est située à Laval.

Position Requirements:

BA/BS in a business-related subject and 5+ years of previous sales / marketing experience in the aerospace manufacturing industry; or an appropriate combination of education, experience, and training. This is a Sales and Marketing position and requires a high level of face-to-face interactions with customers, industry associations and events including international traveling. Efficient negotiation skills and proven ability to drive contracts to closure, knowledge of the industry, existing contacts within the industry and good experience with machining operations are essential.

Basic Purpose of Position:

Responsible for business development in a local and international market by prospecting, acquiring new business and maintaining existing customer accounts. This position is responsible for the identification and the development of opportunities for RTI Claro with a focus on developing new production of machined parts, assembly and surface treatment work. The Business Development Manager (BDM) will be responsible for the full sales process: from the identification of leads to the completion of the sales process and the closure of the contract. The position is directly responsible for achieving the transactional and revenue goals set for the position. The BDM will be responsible for identifying, securing and fully penetrating revenue opportunities for selected aerospace, military, and transport applications. The BDM is the focal point of RTI Claro business development activities and also support the Corporate sales activities.

Keyl Accountabilities & Duties:

1. With RTI Claro management team, develop a business plan to increase market share in current market and to enter the military and transport markets. Develop required strategies and time frame for execution.
2. Support development of cost estimating parameters.
3. Accurately assess industry / competitive trends and guides activities accordingly. Shares business and marketplace knowledge and helps other understand the direction of the marketplace and company goals.

4. Builds partnerships with customers by regularly demonstrating a high level of expertise and professionalism. Anticipates customer's needs and recommends appropriate action plans. Independently assesses and effectively responds to customers' requests. Proactively seeks creative solutions by balancing customer's needs with internal procedures and resources. Follows through on commitments made to customers.
5. Identify, develop and drive to completion marketing opportunities for RTI Claro in selected industry sectors: aerospace, military, transport, etc. This includes writing press releases for selected publications, deploying direct marketing programs, planning speaking engagements and participating in events. Develops and oversees the completion of strategic marketing plans.
6. Meet corporate goals for revenue and profitability.
7. Forecast revenue on a monthly, quarterly, annually, and 5-year basis.
8. Perform risk analysis for new business and ensure appropriate strategies are enacted to minimize risk.
9. Assist in the identification of capital issues related to the business and plan to minimize the organization's risk associated with capital expenses while ensuring ROI is met on CAPEX in the original time frame.
10. Control all expenses in developing this business including sales and travel.
11. Analyze customer needs and communicate with management team to accurately define customers' expectations.
12. Pursue value chain extension opportunities and evaluate "next step" processes.
13. Compiles lists of prospective customers for use as sales leads, based on information from newspapers, business directories, industry ads, trade show, Internet Web sites, and other sources.
14. Travels to regular and prospective customers to solicit orders, or talks with customers via telephone.
15. Quotes prices and credit terms and prepares sales contracts in line with established company guidelines.
16. Estimates date of delivery to customer, based on knowledge of company's production and delivery schedules.
17. Directs customer service representatives to keep account activities current
18. Responsible for developing and maintaining customer database and assigning probabilities factors to each quote.
19. Coordinates customer training on product capabilities.
20. Investigates and resolves customer problems with deliveries.
21. Any other duties deemed appropriate by management.

Work Environment & Occupational Demands:

Works in office and on the road. Daily interaction with customers, industry associations, corporate ECST and management. Requires approximately 50 – 75% travel or local business meetings as business needs dictate. Computer proficiency required; competence in Word, Exel, PowerPoint, SAP, Project, etc. Superior written and

communication skills. Requires strong project management skills. Must be detailed, organized, have good follow-through and be self motivated. Ability to effectively present information, both orally and in writing, and respond to questions from groups of managers, customers, and the general public. Must have experience in leadership roles including but not limited to the following areas: project management, sales and marketing, engineering solutions, operations, and development of process and procedures for customer accounts.

TO Apply :

Prière d'adresser votre curriculum à Daniel Lacoste : daniel@lacostesearch.com