



Overview

The ideal candidate will have demonstrated success working in DoD and foreign military as well as U.S. and foreign Civil ecosystems as a business development and sales professional, with strong interpersonal skills, a retained network of decisionmaker relationships and a demonstrated working knowledge of fixed-wing and rotary aircraft propulsion systems application principles.

Responsibilities:

The successful candidate will be responsible for a wide range of responsibilities, including the following:

- Generation of Cost Estimates and Quotes for Maintenance, Repair and Overhaul of PT6 and T56 engines and modules and C-130 Quick Engine Kits (nacelles) through collaboration with Operations, Purchasing and Capture Management teams in delivering best Cost and Turn Around Times to the Company and our Customers.
- Ensures the development, production, and delivery of persuasive on-time, compliant, high-quality proposals.
- Establish requirements for technical and subject matter experts (SME) in the continuous improvement of the cost estimate and quote process and collaborate with different departments to develop proposal response format and structure.
- Collaborate and provide support to Operations and Sales in the preparation of capture plans detailing the win strategy, discriminators, price to win estimates, and action plans to be executed.
- Maintain strict compliance with Turbopower policies and procedures related to Business Ethics and Code of Conduct, in addition to the specific procurement regulations established by the Federal Government. Understand and maintain knowledge of all Turbopower's lines of business and strategic directions.
- Lead the procurement efforts to quote detailed parts and assemblies for inclusion into the proposal.
- Maintain an awareness of industry capabilities and recommend, where appropriate, business relationships such as teaming, strategic partnerships, joint ventures and/or subcontracting.
- Establish and maintain effective liaison/interface at various levels within the customer community, including Government agencies, industry primes and potential subcontractors.
- Participates and advises on new business proposal efforts to ensure core competency, compliance with customer requirements and attainment of cost and budget objectives.

Education & Experience:

- Minimum of eight years' experience in Production Management/Operations, Maintenance, Repair, and Overhaul Operations Program Management, Supply Chain and/or Account Management in the Aviation Industry. Bachelor's degree in Business Administration or related field strongly preferred.
- Full MS 365 capability in Excel, Project, Word, Power Point, etc.
- Working knowledge of CRM (customer relationship management) and ERP/MRP.
- Willingness and demonstrated ability to work independently without close oversight and to take a hands-on approach in working tactically with small teams.
- Set high standards and the demonstrated ability to coach the entire company on good business practices.
- Highly skilled in planning and tracking multiple simultaneous tasks in a high-pressure environment
- Demonstrated experience leading and collaborating with diverse teams to solve complex challenges.

Compensation

The expected compensation package will be competitive and commensurate with the candidate's background and experience.

Interested, qualified candidates can submit their resumes for consideration to resumes@turbopowerllc.com and reference position title in the subject line.