



Senior Vice President of Business Development

Location: Miami, Florida
Category: Full-time, Exempt

OVERVIEW:

Turbopower, LLC (“Turbopower” or the “Company”) is a rapidly growing provider of maintenance, repair and overhaul services for gas turbine engines, auxiliary power units, components, and accessories to military and commercial customers worldwide. The Company primarily provides services for Rolls-Royce T56 and Pratt & Whitney PT6 engines and holds numerous quality and customer certifications, including FAA Part 145 and EASA certifications and is a Rolls-Royce Authorized Maintenance Center. Turbopower operates out of a state-of-the-art 100,000 square foot facility with on-site engine test cells. Turbopower is an affiliate of Battle Investment Group, LLC and is based in Miami, FL.

REQUIREMENT:

Turbopower is currently seeking a highly motivated leader to assume the role of Senior Vice President of Business Development (“SVP”) at our main facility in Opa Locka, Florida. The ideal candidate must be proactive, dynamic, self-motivated, and professional, with proven ability to build and lead high-performing teams. The SVP will be responsible for developing, in collaboration with the executive leadership team, the strategic growth plan and then delivering results that meet the plan. The SVP will coordinate and lead growth efforts across the Company’s business development team and in-country consultants, leverage internal and external resources and maintain excellent BD and growth metrics and reporting. The ideal candidate will cultivate existing customer relationships, while building new customer relationships that align with the Company’s vision and business strategy. The SVP will be required to work closely with other leaders across the organization in a high-growth corporate environment.

PRIMARY RESPONSIBILITIES:

Strategy

- Create and implement a marketing/sales plan, financial forecast & targets and pricing strategies
- Build new strategic relationships that contribute directly to near- and long-term growth
- Develop perspectives on industry trends that impact to the Company
- Work with executive leadership to develop an annual Strategic Plan
- Develop an annual orders plan that supports the annual budget process
- Support strategic initiatives and transform initiatives into action plans

Growth

- Generate and qualify new Company leads and produce creative solutions that will secure new business and satisfy the needs of our current customers
- Provide oversight for the pricing of new proposals to ensure that all resources needed to complete the project are identified, and the price is determined within established guidelines
- Manage customer contracts and long-term agreements with preferred suppliers to ensure that market trends, supplier performance, and future business needs are aligned
- Develop and maintain a robust new business pipeline to achieve growth targets
- Win new business that drives current revenue and builds long-term value

Systems

- Facilitate efforts to develop, implement, and refine standard procedures for researching, collecting, and tracking information about clients including contact data, pipelines, and previous outsourcing experiences

- Adhere to a disciplined operating and reporting cadence
- Provide reliable and timely reporting and metrics on progress against targets and the Strategic Plan

People & Culture

- Establish, create, and maintain relationships with industry professionals
- Communicate clear guidance, follow-up and ensure the proposal team produces quality deliverables
- Prepare and manage the departmental budget
- Hire, develop, and motivate a qualified business development staff
- Coordinate with other business development personnel to maximize available resources and focus on high p-win, value added efforts
- Encourage the creation of solid relationships with teammates and business partners by fostering teamwork, partnership, and collaboration
- Collaborate with all members of the organization to ensure achievement of goals

EXPERIENCE, KNOWLEDGE, AND SKILL REQUIREMENTS:

- Minimum 10 years in business development or related fields in support of maintenance, repair, and overhaul in the aerospace and defense industry with positions of increasing responsibility and leadership
- Must have 10 years' experience with large customers such as OEM and government entities
- Prior experience with government contracting and direct commercial sales and direct foreign sales and through intermediaries and partners.
- Significant experience in the development of winning proposals
- Exceptional presentation, inter-personnel/communication and writing skills
- Strong business acumen, including contract negotiating, strategic planning and analytical problem solving
- Superior planning, organizing, and integration skills, and knowledge in the development and implementation of policies and procedures
- Strong understanding of financial reporting
- Managed a sales and marketing team to achieve maximum results
- Must have experience reporting to senior management and/or the company Board

PROFESSIONAL ATTRIBUTES:

- Proven record of delivering results on time, on budget, and to the highest standards
- Demonstrated initiative, drive, and resilience
- Ability to build strong relationships with people at all levels
- Team player who is comfortable working with other professionals
- Works efficiently under pressure and to tight deadlines
- Problem solver in demanding situations
- Action and result oriented
- Willingness and demonstrated ability to see things through to the end

TRAVEL

- Travel will be required and will be performed in accordance with Company travel policies
- Travel up to 50% of the time is likely

Turbopower is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status.

Interested candidates can submit their resumes for consideration to:
resumes@turbopowerllc.com