

Does the idea of supporting the growth of an organization excite you? Are you interested in proving value and having an opportunity to help shape the future of the company?

Do you want to join a quickly growing, medium sized manufacturing where you will have a real impact on the success of the company?

DESAPRO, an international leader in the design and manufacture of innovative aluminum packaging solutions for the aerospace and defense industries.

To support and expand our US sales activities in the defense world we are looking for a dynamic, entrepreneurial personality as the

## **Sales and BD Manager**

We are company that stands on our values and works as a team. Our key beliefs include reliability and dependability, ownership and accountability, as well as partnership and trust. We hold true to these principles both internally and externally. DESAPRO values its employees and offers a robust benefits package that includes vacation, medical, dental, vision, 401K and more.

The main task of this position is to facilitate the growth of DESAPRO's business by proactively identifying suitable new defense programs and prospecting customers (primes and DoD).

### **JOB SUMMARY:**

- Responsible for winning key defense programs by working with the PEO's and primes.
- Increase sales while providing premier customer service to the customers.
- Responsible for developing and achieving the annual sales budget.

### **ESSENTIAL FUNCTIONS:**

- Participate in shaping and implementing the company's strategy toward growth and profitability and positioning DESAPRO for success in the market.
- Prospect and win new programs / new clients and turn into increased business.
- Identify potential clients and build relationships by leveraging your network.
- Cold call as appropriate to ensure a robust pipeline of opportunities.
- Work with the internal team to develop proposals that speaks to the client's needs.
- Attend industry functions/shows and exhibits.

### **JOB QUALIFICATIONS:**

- A Bachelor degree, in Engineering and Business or Related Business Management.
- 5 - 10 years of experience sales of related industry, (Case business) is necessary.

- Aerospace & Defense as well as DOD industry experience and respective network a must.
- Networking-, Prospecting-, Closing-Skills.
- Strong IT knowledge (CRM, Microsoft-Office suite) as well as e-Marketing knowledge.
- Excellent verbal, written communication.
- Strong analytical and problem solving skills.
- Willingness to travel domestic provided COVID-19 permits (> 50%).

NOTE: These statements are intended to describe the general nature and level of work involved for this job. It is not an exhaustive list of all responsibilities, duties and skills required of this job. **DESAPRO** is an Equal Opportunity Employer. Minorities and Females are encouraged to apply. **DESAPRO is a drug free workplace**

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