

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? Do you like short decision paths and working hand in hand with the CEO 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 activity in the defense world we are looking for a dynamic, entrepreneurial personality as

Sales and BD Manager

We are a 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 PEO's).

JOB SUMMARY:

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

ESSENTIAL FUNCTIONS:

- Be responsible for winning key programs in vertical defense markets such as C4ISR, Unmanned Vehicles, Satellites, Missiles, Medevac, Ground Support Systems by working with the PEO's and primes.
- Identify potential clients in these key vertical markets by leveraging your network.
- Be responsible for developing and achieving the annual target sales budget.
- Cold calling and setting up Team meetings to ensure a robust pipeline of opportunities.
- Work with the internal team to develop proposals that speak to the client's needs.
- Attend industry functions/shows and exhibits.
- Maintaining CRM database with summary of contacts and activities.

JOB QUALIFICATIONS:

- You have at least 5 years of experience in sales in Defense or a related industry.
- Prime and program office experience & relevant network in the vertical markets C4ISR, Unmanned Vehicles, Satellites, Missiles, Medevac, Ground Support Systems a must.
- A Bachelors degree in Engineering or technical background and Business or Related Business Management.
- Persistent, diligent and demonstrated, « can do » attitude.
- Networking-, Prospecting- and Closing-Skills.
- Strong IT knowledge (CRM, Microsoft-Office suite) and e-Marketing knowledge.
- Excellent verbal & written communication.
- You are willing to travel domestically 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**
