

Director of Business Development, Ohio Aerospace Institute

Job Description:

The Ohio Aerospace Institute (OAI) is a non-profit organization founded in 1989 that enhances the aerospace competitiveness of our corporate, federal agency, non-profit and university members through research and technology development, workforce preparedness and engagement with networks for innovation. We perform cutting-edge research and excel at forming and running effective, collaborative teams and consortia addressing some of the most important technical challenges in the aerospace industry. We provide outstanding educational programs designed to build and sustain a strong aerospace workforce. We assist businesses and other organizations in making essential connections to opportunities through our Membership and business assistance programs. We are also advocates for the aerospace and aviation industries as economic drivers in Ohio, the U.S., and internationally. To carry out these activities, we must successfully identify and compete for contract, task order, grant and cooperative agreement opportunities across the Federal government.

OAI seeks a seasoned aerospace professional to lead our Business Development activities from our Dayton, Ohio office near the Wright Patterson Air Force Base. The Director of Business Development will be responsible for all phases of the BD and capture process, including establishing and maintaining client relationships with the Air Force, NASA, and other agencies and companies; marketing OAI's product offerings and capabilities to potential customers; scouting, identifying, and qualifying opportunities for alignment with OAI strategic growth goals; developing and executing successful pursuit of opportunities, including all phases of the proposal process and negotiating teaming arrangements to maximize wins. The successful candidate will have a demonstrated track record of contract wins of \$10M+ per award. The position reports to the Executive Vice President, OAI.

Duties include:

- Cultivate, establish and sustain OAI customer relationships with the US Air Force and other Federal agencies, the State of Ohio, partner universities, industrial members, and regional economic development organizations
- Identify, track, and qualify specific business development opportunities through contacts, agency and federal business websites, and other mechanisms; in consultation with OAI senior management, prioritize for alignment to OAI strategic goals
- Participate in OAI strategic planning activities and senior management business development discussions
- Lead/manage business capture activities, including development of win/teaming strategies, identification of likely competitors' strengths and weaknesses, all phases of proposal development, review, production and submittal, engaging other OAI personnel as appropriate
- Represent OAI at relevant trade shows, industry conferences and interest group meetings

- Develop and execute an annual Business Development Plan to include goals, actions and resources needed; develop, track and present an ongoing OAI Business Pipeline for regular review by OAI Senior Management.
- Ensure OAI Dayton Office systems and environment integrity and security are maintained; engage relevant OAI IT or Facility personnel promptly to correct any issues as needed.

Position Qualifications:

- Minimum of a Bachelor's degree from accredited university, preferably in aerospace-related discipline; preferred candidate will also have an MBA.
- Specific experience in business development, preferred candidate would have 10+ years of relevant experience with multiple demonstrated wins of \$10M and above.
- Working knowledge of Federal Acquisition Regulations and Defense Federal Acquisition Regulations Supplement; knowledge of and adherence to procurement-related ethics guidelines.
- Excellent oral, written, presentation and interpersonal skills
- Experience with Salesforce preferred
- Mandatory proficiency with Microsoft Office Suite™
- Occasional travel to OAI's Cleveland HQ and relevant meetings and conferences required
- U.S. Citizenship required for access to government installations; active Secret or above clearance preferred.
- OAI is an Equal Opportunity Employer.

Please send resume and cover letter to johncotman@oai.org.