



KAMAN Helicopters ranked by Forbes magazine as one of the “400 Best Big Companies” for sales and growth, is a full-service rotorcraft specialist with diverse manufacturing capabilities that provides solutions ranging from OEM helicopter production to subcontract arrangements including design, testing, certification, and delivery of complete helicopters, major subassemblies, complex components, subassemblies, and detailed parts.

Currently, we are looking for a ***Business Development Manager knowledgeable in Composite Materials preferably with helicopter rotor blades*** for our Bloomfield location.

The responsibilities are as followed:

- Find, create and lead the pursuit of new business opportunities that will result in signed contracts that support both the Helicopters Division's and the BCE & Subcontracts Product Group's tactical and strategic plans. This will include, but is not limited to, establishing client relationships, establishing partnerships with other contractors, working with key alliance vendors and establishing a go-to-market strategy for the Aerospace & Defense industry by supporting both the “sell to” and “sell with (i.e., teaming arrangement)” activities with major Aerospace & Defense contractors and Original Equipment Manufacturers (OEM's).
- Working closely with the Product Group General Manager and Program/Product Managers to develop follow-on business opportunities with existing customers.
- Demonstrated innovative and creative thinker, who has the ability to analyze and solve problems at both the strategic and functional level. Champion the sales strategy and expanded sales results within the Helicopters Division.
- Support and assist in Helicopters Division and Kaman Aerospace Group (KAG) marketing and business development activities as directed.
- Establish and maintain effective communications with all functional areas within the Helicopters Division, with other Kaman business units and customers to facilitate problem identification and resolution. Interface effectively with senior management including the division president. Maintain thorough understanding of all product group business development activity and plans at all times in order to support immediate and/or urgent senior management requirements.
- Provide business development intelligence to management and participate in the development of capture plans and strategies, and potential acquisitions.
- Direct the overall coordination and capture management of the preparation of proposals to include setting and publishing strategies and kick-off meetings. Direct the preparation and present proposals in response to customer request and requirements. Establish metrics and statistics on bids submitted, bids won and lost, on time proposals and other data: support lean initiatives in lead-time reduction and other improvements. Lead “lessons learned” efforts associated with bids lost.
- Actively promote the products and services capabilities of the Helicopters Division and the BCE and Subcontract Product Group to prospective customers and partners in a way that positions the Kaman Helicopters Division as being recognized as the premier supplier of aerospace composite blades and subcontract services and products. Remain current with Engineering Development programs.
- Establish and manage leverageable relationship with all levels of clients within the Aerospace & Defense industry including both OEM's and Aerospace & Defense subcontractors.
- Participate in trade shows as directed. Assist in the analysis, creation and implementation of product/customer specific promotional programs. Prepare and conduct presentations, as appropriate, for each specific potential customer.
- Maintain currency of developments in the Aerospace & Defense Industry. Organize information to assist in decision making regarding new or expanding business opportunities. Maintain technical proficiency and consult with prospective customers regarding company products and services. Assist in the development of business development material used in the promotion of subcontract products and services.
- Keep informed of new products, services and other information of interest to customers. Maintain up-to-date and accurate identification of all key decision makers at current and potential customers.
- May be required to obtain security clearance.

Business Development Manager

Qualifications:

- A Bachelor Degree in Marketing, Business Administration or Engineering or the equivalent work experience preferred.
- 10 to 13 years of related work experience in the Aerospace & Defense industry.
- Knowledge of composite materials and processes is required, preferably helicopter rotor blades.
- Problem solving and negotiation skills, with special emphasis on closing sales.
- Strong written, verbal communication and presentation skills.
- Extensive travel both domestically and internationally.
- Must be able to meet International Traffic in Arms Requirements (ITAR) for access to information and technology.

All positions at Kaman Helicopters require access to information or technology that is subject to the International Traffic in Arms Regulations (ITAR) and other US government security regulations. These laws do not permit access rights to non-US citizens or to other unauthorized individuals. Therefore, presently all applicants must be US citizens or US Permanent Residents ("green card holders") and/or otherwise comply with ITAR requirements for access rights to be considered for a position.

EEO. M/F/D/V Kaman Helicopter recruits, hires and promotes individuals without regard to race, creed, color, religion, age, gender, national origin or ancestry, marital status, sexual orientation, veteran status, or physical or mental disability unrelated to an individual's ability to perform the job, or any other status protected by law, all in accordance with applicable Federal, state or local law.