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Title: Business Development Manager, Aerospace & Defense

Job Summary

Nanocomp Technologies, Inc., now a division of Huntsman Advanced Materials, is a New Hampshire-based Company that produces Miralon, an advanced carbon-based material. We are currently seeking an experienced **Business Development Manager, Aerospace & Defense** to work within a production / manufacturing environment. The ideal candidate needs to be self-motivated, energetic and versatile.

Position Purpose:

The Business Development Manager of Aerospace & Defense (A&D) will drive A&D strategy, opportunity management and bookings-revenue plan. Executes strategic and tactical development, validation and sales activities that enable Nanocomp to realize profitable growth within A&D markets, application areas, and Customers.

Nature & Scope:

The A&D Manager develops strategies and manages application validations to maximize revenue for the Company's products within their targeted markets. They will engage externally and internally to define and execute A&D programs towards qualification and production. This is a high impact leadership position that directly contributes to Company revenue and profitability goals. Position requires strong project management, market development, application qualification experience, and customer relationship development, technical & commercial acumen. The successful candidate will need a fluent understanding of the US Department of Defense (DOD) and other Government acquisition and procurement processes and a strong track record of success in qualifying new products in the US Government/DOD environment.

Responsibilities and Duties

Essential Functions:

- Accountable for A&D strategy realization, business objectives and revenue plan
- Effective program management of targeted market and application development plans in support of overall growth plan. Effectively manages Customer opportunities to closure within targeted markets and applications.
- Effectively manages A&D Business Development and application teams, including direct reports, matrixed team members and commissioned reps when applicable.

- Drives opportunity validation process with completeness & urgency. Defines & understands end A&D program plan (At the DOD-Government level & the Prime contractor level) and how Nanocomp Technology fits into the program. Builds and leads joint project plans with Customers/partners with clear on/off ramps and manages externally & internally.
- Balances funded Science & Technology (S&T) programs, qualification programs & insertion opportunities in support of a sustainable, predictable & growing A&D pipeline
- Within prioritized markets and applications, in partnership with the application development team, understands and develops the value chain/conversion channel to enable application validation
- Researches, collaborates with industry and cross functionally internally to develop compelling value propositions. Supports the development of multi-year A&D application and product roadmaps.
- Understands and leverages systems cost models to prioritize applications and to facilitate accelerated application validation & closure. Drives an outside in perspective regarding cost-price-value and develops a multi-year pricing strategy in each of the targeted markets and applications.
- Provides tactical account management until market-application revenue justifies hand off to dedicated sales/account management team-resource.
- Closes initial revenue opportunities with targeted strategic applications / customers and develops strategic relationships within market leaders and key accounts.
- Translates application validation within market and across similar segments to maximize revenue.
- Researches and identifies markets and applications for Nanocomp's current and future product capabilities. Analysis of industry and application data to recommend company priorities and investment. Captures and reports on market intelligence so that the company can capitalize on market opportunities and rebalance efforts as needed
- Communicates within Nanocomp the outcomes of customer application development, project status, negotiations, proposals, etc., conveying clear details, critical timeframes and customer expectations.
- Collaborates with Product Manager and application development team to evaluate product performance and recommend refinements.
- Performs other incidental and related duties as required and assigned.

Qualifications and Skills

Required Attributes:

- Strong track record of meeting aggressive bookings and revenue growth in A&D domain
- Strong project management and organization skills. Able to manage multiple projects at a time. Demonstrated program management experience within A&D markets required.

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- Strong leadership and people management skills
- Consistent attention to detail, follow up, documentation and organization skills required
- Able to build relationships, partner with and influence broadly within the company and with the market and Customers
- Strategic and tactical B2b marketing experience and proven track record of validating new markets and applications. Strong preference in tangible products and with materials-centric products experience a plus
- Strong financial and business acumen
- Demonstrated ability to generate market, application and Customer strategies that have resulted in profitable revenue growth.
- Excellent written and verbal communication skills.
- Able to develop, articulate and present strong business cases in support of recommendations and strategic decisions.
- Strong technical and critical thinking skills, able to understand market needs, products lines, and applications.
- High energy level and enthusiasm towards growing a business. Comfortable in an entrepreneurial, fast moving environment. Able to rally internal and external influencers to embrace key initiatives

Education and Work Experience:

- B.S. degree, Engineering / technical preferred; advanced marketing degree and/or MBA a plus
- 10+ years' experience working in a senior business development role within a company that is or has taken a new material/product to market.
- 5+ years of leadership and people management experience
- Experience working with a company that has developed business within structures, composites, high performance additives, electrical applications & technical textiles experience a plus.
- Proficient working with Microsoft office suite (Word, Excel, PowerPoint, etc.)

The successful candidate will receive a competitive compensation and will be eligible to participate in a comprehensive benefits package which includes: medical, dental, basic life insurance, AD&D insurance, and 401k. Come join us!

How to Apply: Email your resume with a cover letter to: JOBS@nanocomptech.com or apply [with LinkedIn](#).

Nanocomp Technologies, Inc. is an Equal Opportunity Employer F/M/D/V