



## Director of Business Development

JDA is seeking a Director of Business Development Manager to lead the company's overall growth in its primary lines of business. We are seeking someone to manage, promote and foster continued business development opportunities with existing clients as well as expand and grow the business base by identifying new business opportunities and developing new customer relationships.

### **Duties and Responsibilities include:**

- Promote and foster continued business development opportunities with existing customers.
- Expand and grow business base by identifying new business opportunities and developing new customer relationships.
- Support the Company's short and long-term strategic plan.
- Support, communicate and reinforce the mission, values and culture of the organization.
- Plan and manage the business development budget and strategic goals.
- Interface with new and existing customers on a regular basis.
- Lead competitive market analysis and identify customer needs and emerging markets.
- Track and report business development progress against the company's annual business plan.
- Help develop the Company such as strategic and execution plans, marketing and opportunity reviews.
- Coordinate proposal activities.
- Work closely with other departments to coordinate customer and market strategies.

### **Qualifications**

- 5 – 10 years experience in aviation industry business development
- Flight Operations, Airworthiness, Safety Management System experience a plus
- Knowledge and experience working with FAA and related requirements.
- Bachelors Degree in Marketing, Business Administration, or related discipline or equivalent years of successful Business Development experience.
- Proven track record in developing new business opportunities in the aviation industry and sustained year-to-year sales growth in aviation marketplace.
- Demonstrated ability to develop strategic teaming relationships with both U.S and international contractors to win new aviation business opportunities.
- Ability to identify and mature aviation relationships with evidence of opportunity closure.
- Working-level familiarity with 14 CFR Parts 91, 121, 135 and 145.
- Demonstrated capability to form intra-company, multi-company, and multi-functional teams to pursue and propose new business opportunities.
- Strong interpersonal verbal, written, and presentation skills.
- Excellent planning, organization, pursuit management, and time management skills.
- Ability to travel.

The position is located in the Washington DC area at the JDA Bethesda, MD office. Consideration will be given for an offsite/virtual employee. JDA offers a competitive salary and benefits package and is an equal opportunity employer. Qualifies candidates may reply to [mrioux@jdasolutions.aero](mailto:mrioux@jdasolutions.aero).

