



Obstruction Evaluation Business Manager

JDA is aviation's independent and most trusted partner for safety and performance. Our mission is to deliver innovative solutions for client challenges in:

- Safety, Certification and Compliance
- Business Aviation Compliance
- Airspace Analysis and Obstruction Evaluation
- Environment
- Expert Witness and Testimony

JDA has experts in aviation safety, certification, compliance and, obstruction evaluation. With over one thousand years of collective experience, our staff has served at the highest levels within the FAA, NTSB and the airline industry. As one of the premier aviation solutions companies, we offer a diverse suite of products and services for wide range of clients including aviation operators, manufacturers, developers, attorneys and more.

JDA is seeking a Line of Business and Business Development Manager to lead the company's Airspace Analysis and Obstruction Evaluation (AA & OE) growth area team. We are seeking someone to manage, promote and foster continued business development opportunities with existing AA and OE customers as well as expand and grow the business base by identifying new business opportunities and developing new AA & OE customer relationships.

Duties and Responsibilities include:

- Promote and foster continued business development opportunities with existing AA & OE customers.
- Expand and grow business base by identifying new AA & OE business opportunities and developing new customer relationships.
- Support the Company's short and long-term strategic plan.
- Support, communicate, reinforce and defend the mission, values and culture of the organization.
- Plan and manage the AA & OE budget to support business development opportunities
- Assist managing other individuals supporting the AA & OE team.
- Interface with new and existing customers on a regular basis.
- Lead competitive market analysis and identify customer needs and emergent markets.
- Monitor, track and report business development progress against the company's annual operating plan (bookings).
- Develop the line of business plans for the Company such as strategic and execution plans, marketing and opportunity reviews.
- Coordinate proposal activities.
- Work closely with other departments and/or functions to coordinate customer activities and market strategies.

Qualifications

- 5 – 10 years experience in business development
- Knowledge and experience working with FAA and related AA & OE requirements.



- Bachelors Degree in Engineering, Marketing, Business Administration, Finance or related discipline or equivalent years of successful Business Development experience.
- Proven track record in developing new business opportunities in the aviation AA & OE business area.
- Proven track record of sustained year-to-year sales growth in aviation business marketplace.
- Demonstrated ability to develop strategic teaming relationships with both U.S and international prime contractors, and key military installations (Warner Robins, Tinker and Hill ALC's) and negotiate work shares to successfully pursue and win new aviation business opportunities.
- Ability to identify and mature aviation relationships with evidence of opportunity closure.
- Demonstrated recent and relevant experience in successful opportunity identification and capture with developers, builders, legal firms, utilities and telecommunication organizations.
- Working-level familiarity with Title 14 of the Code of Federal Regulations CFR Part 77 and FAA OE/AA filing
- 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.

The position is located in the Washington DC area at the JDA 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.