



Job Description Profile for VP of Sales & Business Development

DIMO Corporation is seeking a proven customer engagement business leader to drive growth with US government military aviation and international operators of US military platforms.

Position Overview:

The VP of Sales & Business Development will be responsible for developing and securing new profitable business opportunities such as developing new relationships, sustaining existing business partnerships, managing revenue pipelines, and managing internal organizational development. The position will involve customer engagement both with International Military/Defense organizations and with relevant program management and sustainment & modernization entities within the Department of Defense such as the US Air Force, US Army, US Navy, and the Defense Logistics Agency. This position requires past or current military procurement experience as a non-commissioned officer, commissioned officer, or Prime contractor with a Tier-1 or Tier-2 original equipment manufacturer or distributor.

The successful candidate will combine extensive US government and industry relationships, technical knowledge of the military aviation aftermarket, and functional expertise in business acquisition process discipline as evidenced by:

- Successful experience leading/managing a sales and business development team.
- Demonstrated ability to expand profitable sales and grow pipeline for military aviation aftermarket distribution and repair activities.
- Expanding enterprise visibility and recognized value with key US government stakeholders in the sustainment & modernization community to include, but not limited to US Air Force Air Logistics Complexes (ALC), Army Depot community, Navy Depot community, and the DLA.
- Establishing partnerships and contractual agreements with OEMs serving the US government military aviation aftermarket.
- Organize and lead account management teams that support international operators across the globe.

Basic Qualifications:

- >5-years business development and sales expertise in military aviation aftermarket.
- Knowledge of US government procurement regulations & systems (FAR, DFARS, DIBBS, SAM, PROS, DCMA, TINA) and US Department of State regulations including ITAR and FCPA.
- Experience engaging with US government / Department of Defense sustainment & modernization authorities.
- Experience managing RFQ, RFP, Tender, and quote activities including the negotiation and management of OEM distribution agreements.
- Experience developing and leading teams as a player-coach.



Preferred Qualifications:

- >10-years business development and sales management in the military aviation and/or equivalent prior US government or US military contracting expertise.
- Recent experience with US Air Force, including experience with the ALC community and/or with the C-130 and F-16 Systems Program Offices.
- Recent experience with the US Air Force, including experience with the UH-60 and CH-47 Systems Program Offices.
- Ability to qualify for a DoD Secret-level clearance, or existing clearance of Secret or higher.

Reports To:

General Manager

Travel:

This position may require travel of up to 25% of time monthly. Travel may be domestic or international.

Location:

New Castle, Delaware, USA.

Compensation:

This is a salary position commensurate with education, qualifications, and experience. Commission will be available based on experience and desire to have compensation based on salary and commission. The position will also be eligible for existing incentive compensation plans.