

Alenia North America Inc.
Position Description

Date: 9/8/2010

Job Title: Business Development Manager

Location: Washington, DC

Business Unit/Department: Business Development

Position Summary:

The Business Development Manager will be responsible for assessing the market and reporting potential sales opportunities; tracking business development activity for Alenia products and those of the competitor. The Business Development Manager will support sales activities through the attendance of trade shows and face-to-face meetings with potential customers.

Position Responsibilities:

- Develop a Market Intelligence Report that provides:
 - daily executive summary or marketing activities
 - enables longer term trend analysis and forecasting
 - Maintain the internal business development activities database
 - Create and provide an executive summary report monthly and/or on demand
 - Provide assistance on an as needed basis on existing business development activities associated with the C-27J and T-100
 - Acquire a basic knowledge of the DoD's Acquisition Process, and the International Trade in Arms Regulations support systems
 - Acquire knowledge of the Alenia North America Business plans as well as knowledge of aircraft and aircraft
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Position Requirements:

An ideal candidate for this position must have a general understanding of aeronautical products and an ability to become a subject matter expert on Alenia aircraft products which include: Medium Tactical Transport Aircraft-C27J; Military Jet Trainer T-100; Candidates for this position should have a Bachelors degree from a four (4) year accredited university in International Relations, Political Science, and Marketing or any other related field, and at least four (4) years work experience in business development with the Department of Defense or US Air Force. A successful candidates will be capable of working in culturally sensitive situations with the ability to work in an international business environment and interact with "customers" who are from various government agencies, to include the Department of Defense, Department of Homeland Security, and Department of State.. Candidates should also have the ability to think "out-of-box" and have a positive attitude in addition to being a constant team player. A candidates must have exemplary communication, analytical and writing skills.

Job Dimensions:

1. Within three months be able to generate the FMS Articles of Interest for the executives.
2. Within six months, generate an analysis tool to track foreign campaign plans.
3. Within nine months, introduce a new market intelligence report and tracking product.
4. Within three months, have complete working knowledge of the business development activities within Alenia North America.
5. Within Six months, create the first draft of a tracking system and executive summary report.
6. Within nine months, introduce this new tracking system.

The above statements are intended to describe the general nature and level of work being performed. They are not intended to be a list of all responsibilities, duties and skills required. Specific duties may change without notice.

Alenia North America is an EEO-M/F/D/V employer.

Revised 9/8/2010