

**COMPANY DESCRIPTION:**

AirDyne is a small, privately owned, highly focused aircraft special mission systems engineering, manufacturing, and aerospace research firm.

**POSITION TITLE:** Business Development Professional

**LOCATION:** Brooksville, Florida, USA

**SUMMARY OF POSITION/ POSITION DUTIES:**

1. Represents AirDyne to government and industry with respect to the sales and marketing of AirDyne products and services.
2. Identifies and executes the business development strategy from opportunity identification/creation through validation and capture.
3. Contributes to the marketing strategy and execution.
4. Contributes to the design and execution of the marketing strategy.
5. Contributes to the corporate technology roadmap by identifying and/or validating technologies consistent with both corporate capabilities and market demand.
6. Will have some budgetary responsibilities
7. Other duties as assigned.

**QUALIFICATIONS:**

1. This position may be perfectly suited for someone currently working in the US defense industry who has proven his/her value in business development and is now looking for an opportunity to be given greater responsibility and leadership in the continued success of a growing, energetic, and intellectually powerful company. Rapid increases in responsibility are available to the right person.
2. Business insight. Know the AirDyne market space, key governmental and industrial customers/partners. Know the trade events and associations that facilitate MSBD within the market space. Know the research tools available for the successful execution of the mission.
3. Proven ability to be attentive to detail, manage many tasks to completion in a timely and thorough fashion, and a proclivity to follow-up on issues to their closure.
4. Superior communications skills. Speaking and writing with precision, tailored to each audience, and appropriately persuasive, instructive, or inquisitive.
5. Financial acumen applied to strategic planning, evaluation, and proposal preparation.
6. Advanced MS Office skills; Excel, Word, PowerPoint, Outlook.
7. Ability to travel as needed domestically and internationally.
8. 5-10 years of relevant experience.
9. Military experience, particularly with aviation, is a plus.

***If you are looking for a position that will elevate you to the next level, this just may be the opportunity you have been looking for!***

**SALARY AND BENEFITS:** Subsidized health insurance; other insurance plans available.

**JOB TYPE:** Exempt

**ELIGIBILITY OF APPLICANTS:** U.S. citizen or Permanent Resident

**TRAVEL:** >10%

**RELOCATION:** Yes

**INTERVIEW TYPE:** Telephone and/or Company Site

***All applicants must include a cover letter and salary requirements to be considered.***

AirDyne Aerospace participates in E-Verify employment authorization.

AirDyne Aerospace is compliant with 52.222-35, Equal Opportunity for Veterans; and 52.222-36, Equal

## Opportunity for Workers with Disabilities.

It should be "All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, pregnancy, sexual orientation, gender identity, national origin, disability, age, genetic information, or protected veteran status.