



2858 US Hwy 70 W
Black Mountain, NC 28711-9111
Tel. (828-350-5300)
Fax (828-686-4556)

Director, Marketing and Business Development

Responsibilities:

- Direct a team of professionals to maintain and retain current business contracts
- Identify, pursue and win new business
- Formulate strategic marketing plans to position the company to capture new programs
- Understand technical scope of all ACA/KGN capabilities and develop business liaisons with all functioning business units
- Identify emerging global opportunities to take advantage of Kearfott-Asheville core competencies
- Develop written materials to promote capabilities and capture new business

Qualifications:

- Bachelor degree in Business, Engineering or related discipline required.
- MBA or MS Management desirable.
- 10-15 years in an engineering design/manufacturing environment with at least 5 years of managing Marketing/Sales or Business Development teams
- Experience in Aerospace/Defense and/or Component/Subsystem environment
- Experience in planning and executing technical proposals
- Experience in contract negotiation
- Experience in a precision component environment preferred
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To explore employment opportunities, please send your resume and salary history / requirements to the following address or contact our Human Resources department at the number listed below.

KEARFOTT CORPORATION
Motion Systems Division

2858 US Hwy 70 W
Black Mountain, North Carolina 28711-9111
Phone: 828-350-5300, Fax: 828-686-4556

Email: careers@msd.kearfott.com
www.kearfott.com

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