

# Director Business Development (m/f/d)

COMMITTED TO THE SKY - The passion to go beyond existing horizons defines our company. Innovative lightweight solutions for the aerospace industry are and will remain our core business. We find new ways and solutions for the fields of Aviation, Urban Air Mobility and Space through our commitment and competencies. FACC offers both career starters and people with professional experience varied and exciting positions.

The position will be based in Seattle and carried out by a consignment.

## Your responsibilities:

- ➔ In-depth research of the global aviation market and, building on this, elaboration of market analyses
- ➔ Intensive exchange with program management, engineering and R&D regarding technical and commercial contents of inquiries and offers as well as market strategy
- ➔ Acquisition of new customers within the scope of trade fair visits as well as cold acquisition, presentation of offers as well as negotiations with the customer
- ➔ Maintenance and further development of existing customer relationships
- ➔ Calculation of material and wage costs for new products and pricing based on these in consultation with Program Management and Controlling according to the COR process
- ➔ Determination of savings potentials in terms of cost engineering during the quotation phase
- ➔ Coordination of the tender process in consultation with the respective division
- ➔ Triggering and initiating recalculations and determining potential savings
- ➔ Active cooperation with Controlling in the creation and interpretation of commercial key figures
- ➔ Implementation of the growth strategy together with the three divisions

## Your profile:

- ➔ Committed, creative sales personality with technical training and the necessary commercial basics
- ➔ B2B experience, ideally in the aerospace industry
- ➔ Fluent in English
- ➔ Excellent communication skills, entrepreneurial thinking, diplomatic skills and assertiveness
- ➔ Willingness to travel
- ➔ Well structured and self-organized

## We offer:

- ➔ Highly flexible work times
- ➔ FACC Job Rad: Lease my bike
- ➔ Company canteen as well as lunch allowance
- ➔ FACC Bonuscard, many discounts and offers in regional stores
- ➔ Year-round childcare possibility
- ➔ Firm internal health program containing various activities and programs to promote health
- ➔ Strong and steadily growing company
- ➔ Diverse and international work environment
- ➔ Various regular further education and training
- ↙ Crew events/Team events

If you want to make a difference in your day-to-day work as well as take part in our success, then we are looking forward to your meaningful job application, preferably by online form.

According to the GBG, we are referring to ladies, gentlemen and divers.

Your annual salary is based on your previous professional experience and educational level and ranges between € 39.000,- und € 52.000,- gross pa. full-time basis (plus attractive expat package). If you exceed the requirements, we can adjust this scale. As an international company, FACC also offers interesting development opportunities and attractive social benefits.

#### At a glance

Job:

Director Business Development  
(m/f/d)

Place of employment:

Seattle (USA)

Job type:

Full-time (38.5 hours / week)

## Your contact person:

**Heike Stein**

FACC AG

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## Place of employment:

Seattle (USA)