



**Title:** Government Sales Manager (GSM)

**Department:** Administration

**Reports To:** VP – Sales and Marketing

**Job Type:** Full-Time

### **About the Company**

Knight Aerospace exists at the exciting intersection of aerospace, military, and medical technology. Our mission is to modernize aerospace transportation to be modular, adaptable, and customizable in an ever-changing world. We have established ourselves as the industry leader in providing quality and reliable “Quick-Change/Roll-On Roll-Off” modules and pallets to enhance the functionality of various cargo aircraft. These products allow our customers to quickly adapt their aircrafts to fit their current needs. For example, our newest product is a Aeromedical Biocontainment Module that allows for isolated medical transport units to be installed into a cargo aircraft in 45 min. Especially with the onset of COVID19, demand in the market has proven the value of our products and now we are looking to scale up. As we grow, we will continue to root our culture in these core values:

- **Caring:** We put our hearts into all we do and into every relationship. Every employee and customer relationship is essential to the success of our business.
- **Dynamic:** Speed, energy, innovation, and creativity allow us to create solutions for an uncertain future.
- **Excellence:** Quality, best practices and procedures enable the best people to make the best products.
- **Dedication:** Passion, loyalty, and willingness to step-up creates a dynamic work environment and united team.
- **Stewardship:** We manage our resources as if they were ours personally to build more thoughtful and sustainable practices.

**Position Summary:** The primary responsibility of the Government Sales Manager is to grow the Company’s share of United States government and major OEM contracts, while providing consistent management of all proposals and contracts. This includes identifying and responding to opportunities, pre-acquisition planning, document preparation, and contract administration. It requires knowledge of the innerworkings of the USG and regular interaction with various government representatives.

The Company’s products consist primarily of systems used for the transportation of people and equipment in cargo aircraft throughout the world. As this is a small company, this role is very comprehensive in that it represents business development, sales, and program management (to the extent the company is not already familiar with certain types of programs only). The role will have a significant impact on the Company’s growth. The Government Sales Manager will represent the Company and its values and will ensure that the expectations of the Company’s customers are exceeded by performing the following duties:

### **Duties and Responsibilities:**

- Grow the Company’s United States government direct business and indirect business via direct contact with the government and major defense contractors. This will be accomplished by tracking opportunities within government agencies and web sites and by capitalizing on the relationships established with major OEMs such as Lockheed Martin, Boeing, and defense contractors such as Standard Aero.
- Lead the Company’s efforts in submitting quotes for various opportunities by developing and overseeing the document submission process



- Maintain the Company's business development and sales information via the use of its CRM.
- Ensure that contracts and proposals are properly administered and securely maintained.
- Manage contract performance, including budget adherence, payment terms, general language, and provisions.
- Perform appropriate administrative and operational research to support proposal and contract development.
- Conduct contract strategy meetings to identify issues and client requirements, facilitate pricing discussions, and obtain senior management input on timelines and deliverables.
- Draft contractual provisions based on strategy discussions, senior management input, and organizational needs and expectations.
- Assure accuracy and appropriateness of contract text and attachments.
- Serve as primary organizational contact during contract negotiation
- Engage relevant stakeholders in negotiation decisions involving legal or regulatory requirements, contract standards and cost targets.
- Develop and execute negotiation strategies that minimize potential losses and benefit the Company's financial performance.
- Maintain deadlines on deliverables and communicate on an ongoing basis with business partners and internal clients about contractual issues.
- Review contractual performance of both parties to ensure compliance with terms and to identify conflicts or changes requiring resolution at contract renewal.

#### **General Expectations:**

- Works effectively with other managers of the Company to promote good teamwork and a work environment which is productive and positive to execute the Company's goals.
- Works with the department in a positive, innovative, and efficient manner.
- Maintains a professional appearance and always conducts himself professionally.
- Reflects the Company's core values in all communications and activities.

#### **Qualifications:**

- Bachelor's degree in business, management, sales, or related field preferred.
- Minimum of 10 years of prior work experience in a government contract management role, such as purchasing or contracting or in a similar sales role.
- Experience working with United States Government contract proposals and bids.
- Proficiency in utilizing and interpreting financial models and analyses.
- Experience in applying organizational standards when developing requests for proposals, negotiating terms and drafting contracts.
- Ability to systematically analyze complex problems, draw relevant conclusions and implement appropriate solutions.
- Strong verbal and written skills, and ability to convey complex information in a way that others can readily follow.
- Excellent negotiating and persuasive skills, both in one-on one and group situations.
- Computer skills using Microsoft Office Suite.

#### **Work Conditions:**

- Full-Time, Non-Exempt Position
- Domestic travel to customer sites and trade conferences
- Possible International travel; must be able to obtain a United States passport.