



MARYMONT GROUP

The Marymont Group

Annapolis,
Maryland

New York,
New York

Basel,
Switzerland

Frankfurt,
Germany

Confidential Position Specification
\$6.0 Billion Defense Sector

Program Director, Naval Weapon Systems



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CONFIDENTIAL POSITION SPECIFICATION

POSITION: Program Director, Naval Weapon Systems
SECTOR: \$6.0 Billion Defense Sector
LOCATION: Arizona

COMPANY BACKGROUND

We are working with a \$30.0 billion defense Company to recruit a Program Director, Naval Weapon Systems for one of their business sectors. The Sector, which has six major facilities across the United States, has sales approaching \$6 billion and employs more than 10,000 people worldwide. The Sector specializes in the design and development of state-of-the-art precision missile systems for the United States Department of Defense and Allied Forces.

POSITION SUMMARY

The Program Director, NWS is responsible for establishing and implementing a strategy and vision to successfully capitalize on this emerging international market. The Program Director has profit and loss responsibility to capture Strategic Infrastructure Protection opportunities and manage implementation of complex mission system solutions that range from surveillance and warning through lethal response. He/She is responsible for the development of an investment strategy that will lead to growth in the Strategic Infrastructure Protection market. Responsibilities also include initiating, developing and maintaining strategic relationships with government customers and key industrial partners and ensuring that the NWS' portfolio of systems and products are adequately presented to the market.

RESPONSIBILITIES

The Program Director will establish and maintain a NWS presence in the Strategic Infrastructure Protection market, promote solutions and work with Capture and Program leaders to ensure market share growth. He/She will ensure the development and execution of mission area strategies, determine priorities, establish and execute long-term strategic goals and create organizational objectives for desired results. The Program Director will support company financial planning activities including opportunity management, annual operating plan, estimate at completion, and realization of projected bookings, sales, earnings and cash. He/She will also prepare and present regular internal and customer status reviews including Operations Reviews, Program Management Reviews and Technical Interchange Meetings.

POSITION REQUIREMENTS

Desired Skills:

- Strong background and experience in program management techniques and principles across product life cycle
- Significant international and business development experience



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- Experience in high value site protection and layered air defense solutions
- Strong skills in managing Partners and Sub-Contractors in the development and deployment of turn-key solutions
- Demonstrated ability to strategically identify potential growth opportunities within a given market
- Experience in implementing complex Systems solutions (MSI) desired
- Experience in the Oil & Gas, and Utilities industries desired
- Competitive capture experience
- Strong interpersonal skills with the ability to interact positively with co-workers, suppliers, management, and customers in a team environment
- Ability to lead and motivate others toward continuous improvement and shared success
- Demonstrated success in strategic planning and ability to analyze and evaluate missions, requirements, technologies and capabilities
- Superior ethical standards

Requirements:

- Ability to develop business plans for long-term growth in the market
- Ability to frequently and regularly travel internationally
- Ability to obtain security clearance at Secret or higher
- BA or BS (Engineering, Business Administration or related discipline preferred)
- Master's Degree desired

COMPENSATION

The Company offers a competitive compensation package plus comprehensive benefits and a relocation package.

MARYMONT CONTACTS

Matthew Toomla
Recruiting Manager
Telephone: (646) 442-8044
mtoomla@marymont.com

Todd Iarussi
Vice President
Telephone: (646) 442-8035
tiarussi@marymont.com

Peter Bohner
Partner
Telephone: (212) 433-1391
pbohner@marymont.com

ABOUT THE MARYMONT GROUP

The Marymont Group is a global retained executive search firm offering innovative, first-class leadership solutions to the aerospace and defense sectors. Combining deep industry knowledge and a wealth of experience consulting and advising major corporations, our demonstrated results are unsurpassed in the market place. With major offices in North America and Europe, we are an industry-leading firm with a global footprint. Visit us at <http://www.marymont.com>.