



WE'RE LOOKING FOR KEY ACCOUNT MANAGER - DEFENCE POSITION LOCATION: OTTAWA, ON

The Key Account Manager - Defence will enable Airbus Helicopters Canada (AHCA) to successfully implement Canadian rotary-wing asset procurement projects with a particular emphasis on military opportunities. The Key Account Manager - Defence is responsible for developing and implementing a comprehensive plan based on a strategic approach, supporting tactics, and interaction with customers, using key levers such as budget and requirements.

MAIN RESPONSIBILITIES

Develop and implement business development efforts with the Canadian Forces program

- Develop and maintain an integrated business development plan encompassing sales objectives, strategies and tactics to achieve them, contract plan, etc. This plan should take into consideration the requirements and budget process on the customer side, and assure positioning for Airbus sales efforts at the appropriate milestones.
- Execute required customer contacts, and ensure adequacy of the supporting briefing material (technical papers, power point slides, marketing material, etc).
- Lead AH campaigns through procurement process from initial options analysis phase, to bid preparation and submission, to contract award. Develop capture plans, overall strategy for all Defence programs with the support of the Government Relations team and additionally lead and oversee the response to all relevant Military IER's, RFI's and RFP's in conjunction with the Airbus Helicopters Military Defence Program team.

Manage and maintain liaison and relationship with key Government stakeholders

- Primarily those responsible for military procurement at all levels – end users, project directors, senior bureaucrats, political staff, and military leadership - including, but not limited to:
 - Canadian Forces (Royal Canadian Air Force, Royal Canadian Navy, and Canadian Army)
 - Department of National Defence
 - Public Services and Procurement Canada
 - Innovation, Science and Economic Development
- Members of Parliament and Senators.

Ensure coordination, alignment and communication with broader Airbus stakeholders

- Coordinate as needed with Airbus Communications and Government Relations teams as needed
- Communicate adjacent opportunities and pursue as appropriate (example: sales of spares or, industry partnering opportunities)
- Ensure information flow to extended AH team as required: program management, contracts, business development, communications, consultants, etc.
- Participation in reviews and strategy meetings as needed; reporting as required.



Represent Airbus' broader military and business development and customer relationship needs

- Serve as senior level Airbus representative as needed at various events and trade shows as needed
- Maintain a presence at relevant Airbus offices (primarily in Ottawa with occasional travel to AHCA headquarters in Fort Erie, AHI headquarters in Grand Prairie).

MINIMUM JOB REQUIREMENTS

- 7 years' experience in business development / sales and or working in or with the department of Department of National Defence
- Previous aerospace experience strongly desirable
- 7 years' experience in or with the Canadian military required
- Experience in working in a direct marketing/sales role
- Prior experience as helicopter pilot is required
- Experience in and knowledge of the Canadian military procurement process is required
- Experience responding to RFPs is strongly preferred
- Proven management skills and strong business ethics required
- Strong interpersonal and organizational skills;
- Ability to maintain effective relationships/ communication with internal and external customers
- Excellent leadership and supervisory skills
- Experience in and knowledge of Government of Canada policy making and budget allocation is required
- Ability to effectively work within a matrix organization
- Ability to effectively work at remote sites
- Demonstrated experience managing and/or developing business
- Deep knowledge of the Canadian Forces organization and culture especially Royal Canadian Air Force preferred
- Technical and/or operational knowledge and experience in aviation preferred
- Proficient in Microsoft Office applications
- Ability to sit and work with a computer for extended periods of time while maintaining strong finger/hand dexterity
- French language skills considered an asset
- Must be able to lift up to 25lbs

To apply for this position, please send an up-to-date resume and cover letter to AHCA-HR@airbus.com

We would like to thank all applicants, however, only those selected for an interview will be contacted.