



Business Development Manager

Summary:

Haigh-Farr is a premier antenna design, manufacturing and test house developing products used across all platforms in the aerospace industry including missions to Mars, the International Space Station and products fielded to the U.S. Military supporting the warfighter. In our over 50-year history we have enjoyed steady, planned growth. In 2020, Haigh-Farr plans to further grow our team and capabilities to meet increasing demand and to expand into new markets and antenna technologies.

Haigh-Farr is seeking a Business Development Manager with 8-10 years of experience working in a technical sales position, preferably in antenna design / sales. The Business Development Manager has primary responsibility for growing and maintaining sales of our antenna products. This position is ideally suited to a candidate who thrives on challenge, seeks opportunities, and enjoys a dynamic environment. Telecommuting is an option.

Responsibilities:

- Responsible for supporting customer and business development visits.
- Fielding technical inquiries.
- Oversee and create proposals and bids in response to customer RFPs.
- Support the preparation and distribution of marketing literature.
- Tracking and reporting on new opportunities to senior management.
- Collaborating with our external representative network.
- Attending trade shows. (currently done through virtual communication)
- Provide market updates and strategic direction.

Knowledge & Skills:

- Excellent organizational skills, with emphasis on priorities and goal setting.
- Technical skills required to understand and propose products or solutions by focusing on client requirements.
- Excellent presentation and communication skills, both written and verbal.



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- Excellent customer interface skills

Qualifications:

- Bachelor's degree, Engineering - Electrical or Mechanical required
- 8 to 10 years proven work experience in sales / management / design. Experience in a Manufacturing Company a plus.
- Proficiency with MS Office and MS Project is required.
- U.S. citizenship required, with ability to possess a security clearance

Why should you join Haigh-Farr?

Haigh-Farr is a fast paced, growing company that recognizes employees with a promote-from-within philosophy. We believe in a friendly work environment where employee contributions are well received and a key component to our success. Our facility features state of the art technology and the latest manufacturing and testing capabilities. Please see more details about our benefits below.

- Health Insurance Plan with Health Reimbursement Feature, Dental Insurance and Vision Insurance
- Flexible Spending Accounts – Health and Dependent Care
- Company Paid Disability Insurance and Group Term Life Insurance
- Paid Vacation, Holidays, and Sick Time
- 401K with Company Match
- Competitive salary, commensurate with experience and capabilities
- Company Sponsored Social Events – pizza luncheons, golf outings, food truck BBQ luncheons, Holiday Parties
- Wellness Prevention – Annual In-House Flu Clinic, Gym Membership discount through Health Insurance Plan