



## BUSINESS DEVELOPMENT MANAGER, INDUSTRIAL PARTICIPATION

Stans, Switzerland

Our Business Unit Government Aviation has an immediate opening for this key position within the Industrial Participation group.

### **This challenging position involves:**

- Reporting to the Director Industrial Participation, while taking a lead role in identifying and generating solutions for off-set programmes
- Responsible for the preparation and submission of Industrial Participation proposals and business plans to senior management for consideration and approval
- Supervising the execution and timely completion of off-set milestones across a broad range of contracts
- Coordination of efforts with offset authorities, aerospace and related industrial associations and the greater off-set community
- Business and network development for off-set banking and swaps management

### **For this position you are required to have the following skills and background:**

- Have an engineering and/or commercial education to Degree level
- Demonstrate Industrial Participation experience in an international environment
- Have an established network in the trading, banking and industrial complex arena
- Have excellent management, coordination and ambassadorial skills
- Be a confident communicator, capable of presenting complex commercial and technical business plans at senior management level
- Fluent spoken and written English (knowledge of German is advantageous)
- Flexible regarding working hours and prepared to travel internationally

For further information please contact Johan van Nieuwenhuizen, Director Industrial Participation, phone +41 41 619 69 58

### **Application documents to:**

Ruth Bernath, Human Resources Manager

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