

Job Title	Vendor Relations Manager – C5ISR
Department	Sales
Reporting To	Director of Sales

JOB DESCRIPTION

We are looking for a highly motivated, self-starter who can engage with stakeholders within the C5ISR segment of the market. This person will develop and manage relationships, be a product expert and find solutions that meet our customer needs. The position involves some travel and will entail complex problem solving and teamwork within the organization and across different teams.

Additionally, the role will manage programs originating from the supplier base back into the business development and regional teams with a focus on growing margin and revenue from the market segment by taking them from 50% developed through to contract award on to successful delivery, exceeding our customers' requirements and expectations at each stage.

KEY DUTIES AND RESPONSIBILITIES

- Develop a growth strategy focused both on company objectives and targets within the market segment.
- Conduct research to identify new vendors and products to meet customer needs.
- Strategically target vendors and identify decision makers and influencers.
- Manage existing vendor relations to ensure the best terms and conditions possible.
- Methodically qualify, build, and manage an accurate vendor and product data base.
- Maintain a strong understanding of products, services, and innovate new ways to provide solutions to our customers.
- Developing a budget and operating plan for the assigned programs.
- Writing program proposals to increase award pipelines
- Ensuring goals are met in areas including program development, customer satisfaction, safety, quality of delivery.
- Implementing and managing changes and interventions to ensure project goals are achieved.
- Meeting with stakeholders to make advance and develop new and existing programs through transparent communication regarding project issues and decisions on services.
- Organize programs and activities in accordance with the mission and goals of the Sales Team supporting programs across the company.
- Producing accurate and timely reporting of program status throughout its life cycle.
- Analyzing program risks.
- Other responsibilities relevant to the program customer base as assigned.

SKILLS AND QUALIFICATIONS

- Bachelor's degree in a business or technical discipline or equivalent experience in related field is preferred.
- Working knowledge of the most current technologies and products used in the industry segment.
- Excellent verbal and written communication skills.
- Extremely proficient in Microsoft Office Suite or related software program.
- Extremely organized with great attention to detail.
- Expert-level analytical and financial modeling skills.
- Strategic thinking.
- Ability to adapt to change.
- Ability to learn quickly and to creatively solve new problems.
- Strong ability to engage and win over in a B2B environment, to build long lasting relationships with the segment influencers.