

Title: Business Development Manager

Summary

Teledyne is looking for a Business Development Manager to support business identification, development, and new product release activity for RF Microwave Cable Assemblies. Target markets include Aerospace and Defense Electronics, Space and Test markets.

Essential Duties and Responsibilities include the following, but not limited to:

- Identify significant business opportunities for aerospace and defense RF Microwave cable assembly to increase revenue.
- Create business and product development plans, do opportunity assessments, initiate product kick offs, and assist with program management until product release.
- Lead new product definition teams and define new products.
- Develop product strategies, product positioning, and new product roadmaps.
- Release new products to the RF Microwave market.
- Provide technical training and design-in support for new business.
- Interface with customers and field to understand market requirements.
- Pricing strategy for new products.
- Long range product strategy and business growth.

Qualifications

- Bachelor's degree or equivalent with 5-10 years industry experience in RF Microwave business development & product management or equivalent combination of education and experience.
- Strong communication and customer skills
- Working knowledge of RF Microwave cable assembly market & products
- Familiarity with Military/DoD and Space programs, systems, and processes
- Excellent interpersonal communication and organizational skills to work with clients, team members, and management staff.
- U.S. Person required for this position, includes but is not limited to, U.S. Citizens and Permanent Residents



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How to apply:

Please visit <https://globalcareers-teledyne.icims.com> , under location search for US-IL-Woodridge, click on the title of the position you wish to apply for and follow instructions on the screen.