

AVX Aircraft Company

Director of Sustainment

Position Description

- AVX Aircraft Company (AVX) has established a strong reputation as a technology innovator in vertical takeoff and landing (VTOL) aircraft design. We are now developing VTOL unmanned aircraft systems (UAS) for US government (USG) customers, with potential commercial applications.
- AVX has developed Reliability and Maintainability (RAM) technologies under Army sponsorship over the past ten years covering a wide range of sustainment themes. AVX will leverage this technology foundation to develop long term revenue and profit from fielded fleet sustainment parts and services for military and commercial customers.
- AVX has historically focused on US Government (USG) business. The Sustainment growth initiative will start in the USG business arena, but will expand over time to include commercial applications. This will enable the AVX team to leverage the technology and development efforts and capitalize on the large market of fielded fleet commercial aircraft.
- AVX seeks a **Director of Sustainment** with experience in military logistics, program management and business capture to develop the detailed business growth strategy for sustainment parts and services. The successful candidate will also have the responsibility of executing the growth strategy.
- The **Director of Sustainment** will have responsibility for:
 - Customer relationship management
 - Developing and leading a company strategy around sustainment growth
 - Generating new leads and opportunities in support of sustainment growth objectives
 - Management and execution of sustainment technology contracts
- The **Director of Sustainment** will have a strong technical foundation in sustaining engineering, program management, and integrated logistics support.
- The **Director of Sustainment** will lead development of strategies for follow-on and new sustainment business.
- The **Director of Sustainment** will develop and deliver technical briefings to customers.
- The **Director of Sustainment** will have cognizance over AVX sustainment personnel, industry/academia partners and supplier technical teams.
- The **Director of Sustainment** will develop and maintain roadmaps for AVX sustainment technologies as a path to follow-on and new business opportunities.

Core Characteristics

- Logistics/Sustainment Technical Experience. Technical ability and experience in sustaining engineering and integrated logistics support commensurate with the requirements of this position.
- Strong Integrity and Ethics. AVX is a highly differentiated and innovative company. Our core principles (internal and customer facing) demonstrate that we behave in a manner that honors the customers we serve.

- Thought Leadership. The ability to think strategically and to develop innovative solutions and approaches to complex technical/support problems.
- Entrepreneurial mindset. Motivated and talented at building a new business, knowing the industry well, and being able to exploit that knowledge to create new opportunities.
- Sustainment Team Leadership. Strong leadership skills to manage the sustainment team. Ability to align potentially diverging ideas and approaches into a unified team approach and strategy.
- Communication. The successful candidate will possess excellent verbal and written communication skills.

Desired Experience and Background

- Sustainment program management of DoD programs
- Reliability and maintainability (RAM) background
- Demonstrated performance leading teams and sustainment programs
- Degree in engineering or associated technical discipline or equivalent military experience
- Military logistics background with acquisition experience
- SECRET security clearance

Additional Information

- Full time position
- US citizenship required
- Travel required
- This is an in-office leadership position, some flex will be considered. AVX is located in Benbrook, Texas, 7 miles southwest of downtown Fort Worth.