

## **BOMBARDIER TRANSPORTATION**

Our client, Bombardier Transportation, is seeking an outstanding individual for the role of Director, Business Development & Sales for New York.

### **Overview**

With 61 production centers and 18 service centers in 28 countries, Bombardier Transportation is a global leader in the rail industry. Bombardier Transportation has 34,900 employees covering the full spectrum of rail solutions, ranging from complete trains to sub-systems, maintenance services, system integration and signaling.

Bombardier has a long history of investment and success in the United States. Having entered the U.S. rail transportation market in 1976, Bombardier won its first major U.S. contract for 825 subway cars in New York City in 1982. Bombardier has since become a market leader in rail transportation manufacturing with a broad range of products in service. Bombardier's installed fleet includes high-speed trains, commuter trains, locomotives, light-rail vehicles, subway vehicles, monorails, signaling systems, and fully automated transit systems. Today, Bombardier's rail business employees are located across 12 states, while maintaining a significant East Coast focus. This includes two manufacturing sites outside Pittsburgh, PA and one in Plattsburgh, NY.

For more information about Bombardier in the U.S., please visit [http://us.bombardier.com/us/about\\_us.htm](http://us.bombardier.com/us/about_us.htm)

### **Position Summary & Responsibilities**

Based in New York City and reporting to the Vice President of Development and Sales, the Director's main responsibility will be to enhance and develop existing and new strategic relationships, while nurturing and growing the business associated with existing key accounts for Bombardier Transportation in New York. In doing so, s/he will build strong networking relationships with all stakeholders including transit industry partners while maximizing sustainable business value.

The Director of Business Development & Sales will develop financially and technically convincing mobility solutions and value propositions. S/he will also generate alternative approaches and ideas that will create a competitive edge in the transit market industry, grow the key base, and continue to cultivate our existing key account relationships. Finally, the Director will successfully close sales and marketing projects that will increase Bombardier Transportation, Americas' order intake.

Examples of additional responsibilities include:

- Promoting Bombardier products and services to win business with greater New York

transit agencies; ultimately this role is likely to have expanded responsibilities for the U.S. East Coast.

- Establishing relationships and raising Bombardier's profile with key decision makers at transit agencies and at various levels of government
- Develop and maintain influential networks to achieve effective and early information gathering
- Promoting Bombardier as a prime partner by the industry, identify and set up strategic partnerships, and be recognized for value-added solutions
- Setting and leading the tendering strategy from the early stages of development of requirements by the customers up to the proposal process; leading negotiations during tender phase
- Serving as the main point of contact for the customer and prevalent authority on important customer issues
- Defining and implementing a business development strategy for penetrating the New York transit market and enhance existing New York customer relationships
- Represent Bombardier at appropriate industry forums and functions
- Hire and mentor staff as required

### **Selection Criteria**

The minimum qualifications required for this position include a Bachelor's degree in Commerce or Engineering from an accredited university. A Master's degree in a technical field is a distinct plus. The ideal candidate will have a minimum of 10 years of experience in business development and sales in a global corporation selling complex technical and financial solutions, including some experience in the transit transportation infrastructure sector, or in project management, with international and operational experience. A combination of the two is preferred. Knowledge and exposure to 3P efforts is a distinct plus.

S/he should have a track record of business development "from the ground up," with the ability to increase market share by demonstrating an in-depth knowledge of the customers' business and competitive markets. Candidates will possess experience in leading cross-functional teams successfully. Candidates should have the ability to influence without authority on large scale projects. S/he should have extensive experience in negotiating in a commercial environment. The Director of Business Development & Sales will have the experience to work creatively with customers, partners, and consultants to sell solutions and not commodities. Must be able to travel domestically and internationally.

Bombardier is seeking an experienced executive who can quickly garner confidence, respect, and trust within Bombardier and with current and potential future customers. This individual will be viewed as a "trusted adviser." Candidates considered for the Director, Business Development & Sales role will possess a strong combination of the following attributes:

- Dynamic leadership and managerial skills
- Collaborative and participatory management style
- Solid network of industry contacts and relationships with rail / public transport / civil work industries, 3P entities and at various levels of government
- Strong evidence of customer-led behavior and relationship building skills
- Ability to develop and maintain sustainable relationships internally and externally
- Superb presentation and engaging skills and the ability to make powerful arguments and persuade
- Ability to quickly establish credibility across and outside of the organization and engage others to ensure the most effective, efficient solutions
- Understanding of the present and future challenges of the market place
- High level of intellectual capability, political astuteness and Emotional Intelligence
- Career record of consistently attaining high achievements demonstrating high levels of personal drive
- Demonstrated ability to work under pressure and deal with ambiguity
- A good sense of humor
- A reputation of unquestioned integrity and ethics

### **How to Apply**

The Officer in Charge of this engagement is Tim McNamara, Managing Partner and he will be assisted by Beth Carter, Principal. Interested parties should submit in electronic format a resume with compensation history, and a cover letter outlining reasons for their interest in the position, including detail on the aforementioned responsibilities, attributes, and qualifications to [bcarter@boyden.com](mailto:bcarter@boyden.com). You may also contact us via our Toll Free Phone number at +1.877.2.BOYDEN (226.9336) for additional information.

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