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AVIATION BUSINESS DEVELOPMENT MANAGER

Req ID: 6767
Location Olathe, Kansas
Shift Core Business Hours
Position Type Regular Full-Time

Overview

We are seeking a full-time **Aviation Business Development Manager** for our headquarters in the greater Kansas City area. In this role, you will be responsible for developing relationships in the areas of data content, technology, and strategic business partnerships for our Aviation division.

Responsibilities

Essential Functions

- Team with Garmin’s executive, engineering and marketing leadership in the development of relationships with providers offering key components, content, technologies, and intellectual property which are required for certain product development activities
- Negotiate business terms and expectations for the relationship with these providers and coordinate with administration, engineering, marketing, and legal stakeholders leading to the completion of formal agreements with the providers
- Coordinate with other departments within Garmin to ensure the requirements of these relationships are metManage the fulfillment of obligations relating to strategic agreements and facilitate sharing of information to others responsible for fulfilling those obligations
- Capture key messages associated with new products and ensure they are assimilated in the marketing effort including product packaging, advertising, web pages, and other collateral
- Gain understanding and apply detailed knowledge of Garmin processes and procedures
- Identify content that will enhance usability of Garmin products, enable new applications for the products, and differentiate Garmin as the leader in each market we serve
- Identify new technologies which are critical to the future success of Garmin products
- Identify collaborative business partners who can further enhance Garmin’s success and market leadership
- Monitor the activities of competitors and contribute to the definition of new products which will delight customers and lead the competition
- Visualize new business and product opportunities which have potential to enhance company growth and market leadership

Qualifications

Basic Qualifications

- Bachelor’s Degree in Computer Science, Computer, Electrical, Mechanical, Industrial or Software Engineering, Business, Marketing or related field AND a minimum of 10 years relevant experience OR an equivalent combination of education and experience
- Excellent academics (cumulative GPA greater than or equal to 3.0 as a general rule)
- Demonstrated strong and effective verbal, written, and interpersonal communication skills
- Detail oriented with the ability to prioritize and manage multiple tasks as well as possessing strong negotiating, analytical, and organizational skills
- Excellent computer skills using Microsoft Project, Excel, Word, Visio, PowerPoint, and Access

Desired Qualifications

- Detailed knowledge of Garmin’s overall product line and customers
- Personal participation in and passion for Garmin’s key market segments (marine, aviation, recreation/outdoor, and automotive)
- Outstanding academics (cumulative GPA greater than or equal to 3.5)

Garmin International is an equal opportunity employer. Qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, citizenship, sex, sexual orientation, gender identity, veteran's status, age or disability.

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