



Senior Aerospace Consultant

Treble One Aerospace Consulting – Dayton, OH

Treble One is seeking an energetic, results-oriented senior aerospace consultant to manage client relationships and support their technology development and insertion activities with the USAF.

Located next to Wright-Patterson AFB, OH, Treble One is a professional aerospace consulting firm with 20 years' experience helping companies develop business with the USAF and aerospace market. Our mission is to help companies develop, mature and implement new technologies to provide improved capability and solve critical problems for the USAF warfighter. Treble One leverages its significant expertise, relationships, and presence across the USAF research, test, acquisition and sustainment enterprise to help companies develop effective product development, maturation and transition strategies to USAF end users. Treble One possesses significant expertise in SBIR program planning, execution and commercialization.

Position Summary

The senior aerospace consultant will provide business development, technology strategy, and commercialization planning expertise to the client, and serve as the lead for customer engagement and stakeholder alignment activities to facilitate successful technology insertion.

Duties and Responsibilities:

- Interface with USAF customers and end users to identify capability needs, assist in the requirements definition, and identify industry solutions to meet requirements
- Connect clients with USAF and industry customers to build relationships and identify opportunities to match client capabilities to USAF/industry needs
- Assist clients in the creation of strategic technology and product roadmaps that are aligned with USAF and industry roadmaps
- Develop new initiatives and business opportunities for the client that lead to funded programs to develop and implement technology solutions with the USAF
- Coordinate strategic alliances and other external business relationships
- Assist client in development of white papers, presentations, and proposals
- Lead USAF technology transition/commercialization planning to include:
 - Market and Competitive Analysis
 - Technology Maturation, Test & Integration Strategy
 - Funding, Program and Contract Strategy



- Business Case Analysis
- Stakeholder Alignment and Engagement Plan

Key Qualifications:

- Bachelor's degree in aerospace engineering or related technical disciplines. Master's degree or greater preferred
- 5+ years' experience industry experience in business development activities
- Strong interpersonal, verbal, written and presentation communication skills
- Planning and organization, project management, and time management skills
- Ability to lead diverse group of industry and USAF stakeholders to achieve success
- Detailed knowledge of USAF / aerospace products, markets and technology
- Extensive network across USAF and aerospace industry

Additional Qualifications:

- Experience in managing or transitioning SBIR programs and technologies
- PEO and MAJCOM community experience and connections
- Possession of, or ability to obtain, Secret or higher security clearance

Benefits:

- Competitive salary with significant growth potential
- Significant job flexibility
- Industry-leading retirement benefits
- Work with close-knit, high-performing, collaborative team