



## **Supplier & Proposal Leader (Machine Products)**

Date: March 28<sup>th</sup>, 2019  
Department: Sales  
Location: West Hills, CA, US  
Type: Full Time Position  
Requisition ID: 1118

### **Position Description:**

The mission of the Supplier & Proposal Leader is to facilitate the accurate bid responses with maximum coverage of proposals and to continue to develop relationships and add new suppliers to our portfolio network.

### **Responsibilities Include:**

- Perform the facilitation and enhancement of the proposal response process
- Review customer bid requests and coordinate with Director of Machined Products for best strategies to provide the maximum response with the correct long term cost base.
- Successfully establish relationships with new and existing suppliers to create additional capabilities, product coverage and cost savings for both Align and our customers
- Develop reporting and manage metrics demonstrating progress made in terms of Proposal
- Status and coverage, win rates, and supplier development

The Supplier & Proposal Leader will actively collaborate with purchasing, sourcing, pricing, demand planning and sales teams in order to assess the impact of actions on the rest of the company.

### **Requirements:**

- 4-year college degree or more than 10 years' experience in lieu of a degree
- 5-10 years of work experience in the aerospace industry required, preferably in the manufacturing or sourcing of build to print products, purchasing and/or estimating.
- Product knowledge of aerospace items is a plus
- Ability to read and understand part drawings
- Advanced analytical and computer technical skills
- Excellent negotiation and interpersonal skills, including the ability to communicate on all levels within internal and external groups must be highly organized and able to handle multi-projects.
- A demonstrated proficiency in Excel, at an intermediate level
- SAP- knowledge and experience preferred
- Must have flexibility and strong ability to effectively transition between tactical and strategic mindsets