

## ARGUS International, Inc. is Growing SVP; Operations & Business Development Position Available

**ARGUS International, Inc.:** Founded in 1995, ARGUS is the worldwide leader in specialized aviation services that allow organizations around the globe to improve their operational and business decision making. Our mission is to exceptionally deliver relevant and valuable information solutions to the Business Aviation, Air Carrier, Rotary Wing, UAS, and the overall Aerospace marketplace.



**ARGUS** is currently seeking a SVP; Operations & Business Development to join our team. This position will work in our Denver, CO location. The Senior Vice President; Operations & Business Development (SVP) is responsible for the development, design, operation, and improvement of the systems that create and deliver ARGUS' products and services. The SVP is also responsible for the direct supervision of the Vice President; Application Development, Vice President; Sales & Marketing and Human Resources & Finance. Ultimately the vision of this role is to grow and transition into the head of ARGUS.

### Individual responsibilities will include, but not be limited to, the following:

- Identifying new opportunities, including, but not limited to, potential new products and services, new markets, mergers & acquisitions, joint ventures and strategic alliances
- Develop process management tools to effectively bring new products and services to market
- Ensure that ARGUS business operations are efficient, effective and remain within budget.
- Advise the CEO on strategic business development and key corporate planning issues and make recommendations on major business decisions.
- Identify new product and service opportunities for ARGUS growth and development and develop strategic plans with input from the CEO and business unit EVP's.
- Provide Operations input into the annual budget process and monthly forecast updates to the Parent Company.
- Ensure that all business activities are accurately reflected in the annual budget (forecast).
- Develop and maintain the Operations Strategy that forms the foundation for developing a suite of products and services and Business Unit tactical plans.
- Plan and oversee product/service development and product line management.
- Develop business cases for allocation of resources for new business opportunities.
- Develop and implement written operating policies and procedures.
- Develop and maintain manuals and references, as well as participate in staff training, to effectively implement ARGUS operations policies and procedures.
- Ensure all ARGUS products and services adhere to company quality standards and are responsive to the customer needs and market opportunities.
- Develop specific short-term and long-term plans and programs, together with supporting budget requests and financial estimates.
- Provide project leadership services for custom consulting projects.
- Provide timelines to plan, organize, and control product development activities from conceptual stages to product delivery.
- Manage insurance risk for ARGUS.
- Along with the CEO, monitor the activities of outside law firms handling corporate governance issues and litigation.



- Negotiating Large Project services agreements, as required, with client companies
- Prepare and distribute weekly/monthly reporting as requested by CEO.
- Provides annual performance and developmental reviews of direct reports.
- Provides mentoring and career development of direct reports.

### Education and Experience

- 4-year college degree
- 10+ years of relevant experience in aviation
- 5+ years of supervisory experience
- Strong technical background with deep understanding of certification requirements

### Knowledge/Skills/Abilities

- Knowledge of market dynamics, including demand growth drivers, new technology, competitor actions, and pricing analysis as they are fundamental requirements for success
- Knowledge and understanding of current standards and legislation
- Knowledge and strong understanding of managing a P&L
- Proven ability to manage and coordinate multiple projects in a fast-paced, highly professional environment
- Ability to translate strategies into operational and tactical goals and track performance
- Ability to prioritize and execute tasks in a high-pressure environment and make sound decisions in emergency situations
- Ability to motivate teams and lead through influence
- Leadership and coaching skills
- Mathematical Skills: Intermediate level of skills preferred
- Reasoning Skills/Abilities: Advanced level required
- Excellent verbal and written communication, and interpersonal skills
- Strong customer service orientation
- Excellent organizational and time management skills
- Good working knowledge of all Microsoft Office programs, including Excel, Word, Outlook and PowerPoint.
- Knowledge of Customer Relationship Management (CRM) software.

**Why Chose ARGUS?** Full time benefits will include; 401K Match, Medical/Dental/Vision Insurance, Paid Vacation and Holidays, Flexible Schedules, Gym Reimbursement, Competitive Salary with Casual Atmosphere. Relocation package is available, if applicable.

**ARGUS** is an equal opportunity employer.

**Please register to submit your cover letter and resume at:**

[https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=3363cb93-dd75-4c54-b4a1-8f276f42c007&ccId=19000101\\_000001&jobId=362881&source=CC2&lang=en\\_US](https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=3363cb93-dd75-4c54-b4a1-8f276f42c007&ccId=19000101_000001&jobId=362881&source=CC2&lang=en_US)

