

W. E. BULATO CO.

Strategic *HR* Solutions

W. E. BULATO CO. is seeking a Division Contracts & Pricing Manager for one of our clients located in Los Angeles, California.

This position will provide leadership to the Contracts & Pricing functions and participate as a key member of the Leadership Team within the Division. Partner with the Vice President / General Manager by providing insightful analysis of commercial issues to support decision making. Prepare and review quotations and agreements and to manage the commercial execution of contracts. Drive process improvements within the contracts organization. Create and implement policies and procedures to manage the risks and liabilities of the division and its business units, and provide governance of the bid process. Provide oversight, staff, and manage Export Compliance to ensure division's compliance with applicable corporate and government agency rules and regulations. Responsible for maintaining positive customer interactions, proactively insuring contractual compliance and performance, and developing improved organization capability and morale of the Contracts, and Pricing staff within the Division.

RESPONSIBILITIES:

- Increase contractual capability of the Division through knowledge sharing, development of standard processes and training;
- Effectively lead the Division contracts staff - direct and/or functional reports, as well as those who manage customer specifications, terms and conditions received in the PO process;
- Organize & participate in regular governance reviews, customer proposals for momentum and new business, including pricing, SOW verification, specification verification, terms and conditions verification, quality requirements and supply chain requirements;
- Review projects status on a regular basis as part of the Leadership governance review of programs;
- Conduct negotiations of agreements & contracts within delegated authority;
- Manage contract change to maximize opportunity for the company;
- Manage/mitigate customer claims and disputes;
- Support the Division and Business Unit Leadership through negotiation of major contracts & agreements;

- Verify that initial customer orders reflect Eaton commitments to the customer as reflected in the proposal and any subsequent negotiations. Flow the requirements of the contract to responsible departments within the company;
- Maintain custody of all contractual documents to protect the company legally and maintain ISO9000 and AS9100 requirements;
- Be a business partner with the Sales, Marketing, and Program Management organizations in the winning of acceptable new business and helping to ensure proper execution and management of major contracts.

REQUIREMENTS:

- Bachelors Degree in Law or Business Law;
- UK/US Export Compliance experience;
- Minimum of 7 years contracts experience of systems;
- Knowledge of the aerospace industry;
- Demonstrated experience in building organizational effectiveness;
- Government contracting regulations (TINA/CAS);
- Advanced degree in business and/or contract law preferred;
- Experience must be focused in Prime or Tier 1 aerospace and/or defense companies.

COMPENSATION:

- Salary
- Bonus
- Full Benefits

THE COMPANY:

Our client is a diversified power management company with 2010 sales of \$13.7 billion. Celebrating its 100th anniversary in 2011, the company is a global technology leader in electrical components and systems for power quality, distribution and control; hydraulics components, systems and services for industrial and mobile equipment; aerospace fuel, hydraulic and pneumatic systems for commercial and military use; and truck and automotive drive train and power train systems for performance, fuel economy and safety. They have approximately 73,000 employees and sell products to customers in more than 150 countries.

W. E. BULATO CO. is an Equal Opportunity Employer