



HONEYBEE ROBOTICS

We may well be the coolest robotics company you've never heard of!

Honeybee Robotics is seeking a **Business Unit Director** for our Motion Controls (MC) business based in Longmont, CO

Position Summary:

The **Business Unit Director (Director)** leads the strategy and execution of the Honeybee's Motion Controls business which primarily serves the Spacecraft and Launch Vehicle markets. The Director is responsible for achieving bookings, revenue, gross margin and operating capital goals for the Motion Controls business unit. The Director develops input to the company's strategic planning process in the form of recommended new business pursuits, R&D projects, or capability expansion. Leading the segment's team of Program Managers, the Director will ensure customer satisfaction on all funded contract work as well as internally funded R&D projects, ensuring requirements are understood and met and that optimal balance between requirement compliance and Company profitability is achieved — now and for the future.

Responsibilities:

- **Strategy Development and Deployment** – The Director will lead development of the company's Motion Control strategy including market analysis, obtaining voice of customer, capability planning, financial planning and presentation of the strategy to the Executive Leadership Team and Board of Directors. The Director will take part in identifying new product opportunities and formulating development plans to bring new products to market. The Director will help to create a Strategy Deployment Plan (SDP) and oversee and report on execution of the SDP.
- **Program Development** – The Director will lead the business unit's business development team to develop new Spacecraft and Launch Vehicle Motion Control opportunities. The Director will travel regularly to meet with customers and represent the company in industry forums. The Director will help with developing customer proposals including the pricing, management and technical content.
- **Program Execution** – The Director will lead a team of program managers to oversee, influence and regularly report on program financial, schedule and technical status. The director will work collaboratively with the directors of Engineering and Operations to help the PM staff resolve potential barriers or constraints, both internal and external (customer) that exist.

Required Experience, Skills and Education:

- US Person (US Citizen or Permanent Resident)
- Bachelors Degree (Masters preferred) in Business Administration, Engineering, or related field
- Minimum of 15 years in Spacecraft or Launch Vehicle Manufacturing market
- Demonstrated Accomplishments and Thought Leadership in Spacecraft and/or Launch Vehicle Motion Control field (major program leadership, publications, etc.)
- Extensive (7+ years) government and commercial program management experience
- Strong financial planning and analysis skills
- Strong interpersonal and facilitation skills with a demonstrated ability to work across a matrix organization
- Strong organizational skills

TO APPLY: Visit our career site at <https://www.honeybeerobotics.com/about-us/careers/> or send your resume directly to jobs@honeybeerobotics.com and reference job number **F43** in the subject line.

We offer excellent benefits, including; medical, dental, vision; life insurance; STD and LTD insurance; FSA/HSA, 401(k), paid holidays, vacation pay, sick leave, and tuition reimbursement.

Honeybee Robotics creates specialty robots, electromechanical flight subsystems, automated drills and other machines destined for work on Earth, Mars and beyond. We make next-generation applications a reality through creative, collaborative engineering that combines the best minds with innovative technology.

Since 1983, we have completed more than 300 advanced projects for NASA, the US Department of Defense, academia and industry. Every Martian rover since 2003, has relied on systems built by Honeybee Robotics. We continue to build unique solutions for our customers' challenges, on Earth and in space.

Learn more about Honeybee at www.honeybeerobotics.com and our parent-company Ensign-Bickford Industries at www.ensign-bickfordind.com .

Honeybee Robotics is an equal opportunity employer and we value diversity at our company. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.