



**IMMEDIATE OPENING**

**Vice-President - Business Development**

**Location: Wilmington, Ca.**

RESULTS INHERENT IN THIS POSITION: To build and develop a stronger company (or group of companies) by developing new markets and customers, ensuring compliance with safety and regulatory agencies, managing and developing resources, and developing and standardizing systems.

It is understood that this is a new and evolving position and the responsibilities may be shifted in order to accommodate the company(s) needs.

General Responsibilities shall initially include but not be limited to:

- **OVERSEE SHIP REPAIR BUSINESS**
  - Ensure continued growth and profitability
  - Develop new customers
- **MARKETING / SALES / NEW CUSTOMER DEVELOPMENT**
  - Develop product service/sales representation business for all business segments Assist in the development of new shop business.

- Assist with the approval process of new customers as needed by companies.
- Assist with the development, compliance, safety of Industrial business
- Ensure that we are on all relevant bidders' lists, websites, links, etc.
- OVERSEE COMPLIANCE / COMPLIANCE TRAINING
  - Safety / Inspections / Safety Training
  - Forklift training
  - Weld certification
  - MSDS
  - Other training as needed
  - ISO 9000 compliance
  - Standardize between companies/departments
- RESOURCE MANAGEMENT
  - Recruiting, interviewing, hiring, job descriptions, and training as needed

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- LABOR RELATIONS

- Labor contract negotiations (Dockside and MMI)  
Grievance handling
- Assist with interdepartmental conflict resolution to ensure maximum cooperation between managers

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- SYSTEMS DEVELOPMENT

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- Development and implement new systems within the company to ensure smooth flow of personnel, equipment and inventory
    - Develop an equipment management system
    - Set up process for qualifying, training and categorizing workers

Responsibilities:

- RESOURCE MANAGEMENT
  - recruiting, interviewing, job descriptions, and training as needed
  - replace ship repair general manager
  - replace ship repair superintendent

- COMPLIANCE / COMPLIANCE TRAINING
  - safety / inspections / safety training
  - forklift training
  - weld certification
  - MSDS
- LABOR RELATIONS
  - labor contract negotiations
  - grievance handling
- MARKETING / SALES / NEW CUSTOMER DEVELOPMENT
  - develop new ship repair business
  - develop new shop business
  - assist in the development of new industrial business as needed  
( B.P. , Texaco, Mobil, Ultramar, Valero, Shell, Chevron, etc...)
- SYSTEMS DEVELOPMENT
  - development and implement new systems within the company as needed.
  - equipment management system
  - inventory systems