



# TYGES®

Aerospace and Defense Business Unit  
Executive and Professional Search Firm

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## JUNE 2013

LATEST NEWS FROM TYGES INTL- AEROSPACE & DEFENSE  
BUSINESS UNIT

### Halfway Through the Year: Evaluating the Economy After Sequestration

Merely mentioning the recent sequester opens up a Pandora's box of discussions and debates; however, simply put, the world didn't end and our economy keeps on ticking. Economists have noted that the economy has been more resilient than originally projected. Indeed the economy has proven resilient and adaptable. As financial writer Dunstan Prial states in response to the effect of the sequester, "But the economy has not plunged back into recession and concerns that U.S. military strength will be weakened have eased with time." In his article, [Growing Economy Absorbing Sequestration Cuts](#), Prial notes that there have been some economic casualties due to the sequester, however, "by and large it seems most people are adjusting to the cuts."

On the job market front, this resilience is due to a shift in strategies for both employer and employee. The gloomy economic forecast spurred workers to prepare for furloughs and job cuts thus making them more proactive about the future with concern for the present. This is opening up the passive candidate job pool for recruiters. Likewise, employers are searching for candidates that can perform more than one job function and, essentially, be prodigious multi-taskers as Sarah Halzack describes it in her article [With Sequester in Effect, Recruiters Notice Varied Impact on Hiring Strategies](#). This methodology, Halzack explains, is how local employers are acclimating to the economy while still aiming to provide the same level of service to clients and customers.

From our end, as recruiters in the Aerospace and Defense industries, we have seen a shift in hiring rather than a drop in hiring since sequestration went into effect. We are more frequently being given positions to fill that require multiple skill sets and expertise fields from the candidates. Most notable is a recent position we filled for an engineering and technology company that deals in the defense industry for Vice President of Strategic Programs. The company for this position was seeking an executive level professional knowledgeable of vehicle and crew survivability, robotics and unmanned systems, experience in international as well as domestic markets, and other attributes. This particular hire reflects a positive shift in the job market because it shows companies are not only continuing to hire but doing so with a focus on future growth. In turn, this reveals a company's investment in their future growth not only in the domestic markets but also on current and emerging markets as well.

### Aerospace & Defense Team

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## Available Impact Players

◆ **Strong business development professional** with 10 years of stable industry experience who was also a former Marine Corps Acquisitions and Project Officer at MCSC. Knowledgeable of military ground vehicles and associated systems and familiar with developing opportunities with the USMC, USN, and USSOCOM customer base. This professional is seeking a new opportunity with a Tier 1 supplier of military products/hardware. Open to relocation.

◆ **A degreed Mechanical Engineer** with an MBA who has been supporting the development of various weapon systems and optics at a major military R&D center is seeking a full-time opportunity in industry in the Tampa/Orlando areas. He is a proven engineer with an outgoing personality who is looking to step into a customer facing role in business development, and product or project management. By working within the Government, he understands how the acquisition and contract policies work and he has dealt with numerous Government PM shops and defense contractors.

◆ **Plant Manager:** P&L responsibility for \$56.3M titanium/superalloy investment casting, MBA, BSEE, Six Sigma Black Belt

Contact Andrew Beccue for more information on what these incredible candidates can bring to your organization:

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678-343-2745

## Featured Positions We Are Currently Looking to Fill:

◆ **Government/Military Account Executive** - A new client for us, but a century old company, is seeking a Government-Military Account/Sales professional to help them drive the growth of their products and services. The position does not require relocation but a professional must have a minimum of 3 to 5 years of verifiable experience selling to the government, military, and military OEMs. Ideal experience would be in the military aviation, ground support equipment, or munitions sub-specialties. Contact [Brian Spaulding](#) for more information on this position or call 678-343-2316.

◆ **Camera Engineering Manager** - This individual will lead the development and sustaining engineering of digital imaging camera products for the Defense market. A minimum of 10+ years of hands-on design experience in digital camera or imaging sub-system products, incorporation CCD or CMOS sensors, for Defense applications. It is an exciting opportunity to lead, develop, and hire a talented engineering team from the ground up. Contact [Brian Spaulding](#) for more information on this position or call 678-343-2316.

◆ **Regional Sales Manager**- with an Aerospace company specializing in design and manufacture of custom motion devices. Contact [Katrina Blalock](#) for more information on this position or call 678-343-2743.

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