



TALENT VAULT *Aerospace* Vol 4, 2025

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This is a summary of available candidates from some of the most in-demand skill sets for the *aerospace* industry. These are real people who are currently seeking to advance their careers and working through *us* to accomplish this move.

Candidate: #p-67421

Desired Title: Business Development / Sr. Account Manager – Aerospace & Industrial Markets

Desired Location: Southeast U.S. or Remote

Expected Compensation: \$135K+ base (\$170K+ in Total Compensation)

Education and Skills

- B.S., Business and Psychology
- 10+ years in global technical sales, account strategy, and customer relationship management across aerospace, automation, and advanced manufacturing sectors.
- Certified in Professional Selling (Miller Heiman), Salesforce, SAP Cloud, and CRM analytics.
- Expertise in ground support equipment, composite and surface treatment systems, and long-cycle industrial sales.
- Partnered across engineering operations, supply chain, R&D, and finance to align customer need with internal execution.

Accomplishments

- Drives \$30M portfolio across national A&D accounts; pacing 130% to goal in 2025.
- Led product launch that captured \$8M+ from competitor-controlled segment.
- Led 9-person sales team on a North American OEM business development initiative, including market product identification and regular cross-functional collaboration.
- Drove 28% YoY growth in 2018 and 2019 across key Aerospace, foundry, & automotive accounts, exceeding sales targets by over 4x.
- Ranked #2 of 100+ sales professionals over a two-year average for consistent high performance.

Candidate: #p-79734

Desired Title: Additive Manufacturing / Process Engineering Manager/Continuous Improvement

Desired Location: Greater Pittsburgh Region or Remote with Extensive Travel

Expected Compensation: \$100K+

Education and Skills

- B.S., Industrial Engineering – West Virginia University
- Lean Six Sigma Black Belt; PMP/CPAM candidate
- Strong expertise in AS9100/ITAR compliance, MES implementation, digital manufacturing, and DFMEA/PFMEA processes.
- Proficient in Power BI, SolidWorks, Magics, Python, and Minitab.
- ITAR, EAR, & AS9100 compliance, EHS procedures, lockout/tag-out, confined space protocols, job safety analysis, risk documentation

Candidate: #p-79734 (continued)

Accomplishments

- Deployed site-wide MES with Power BI integration.
- Led cross-functional additive manufacturing lab launch supporting NPI and advanced composites.
- Generated \$300K+ in Lean savings via Kaizen and VSM events.
- Recognized “RIE Leader for Standard Work” for excellence in project execution.
- Supported DFMEA/PFMEA activities to meet rigorous compliance and safety standards (AS9100, ITAR, EAR), contributing to regulatory readiness and continuous improvement goals.

Candidate: #p-72307

Desired Title: Operations Manager/General Manager

Desired Location: Midwest (AR, MO, OK, TX)

Expected Compensation: \$180K-200K

Education and Skills

- 14+ years of progressive experience in Aviation/Aerospace – currently Operations Manager
- Greenbelt certified
- Additional training and certifications in Lean Advance, 5S, APQP, Zero Defect, Measurement System Analysis
- 18 years as Value Stream Leader

Accomplishments

- Implemented laser inspection equipment to increase flow and reduce errors from human factors.
- Setup a program for engine mounts with extremely high tolerances, leading to \$30M in additional revenue
- Reconfigured production flow to improve plant productivity by 20%
- Led a team of 4 managers and 50 direct reports that consistently executed high quality, and on-time product delivery.

Candidate: #p-15282

Desired Title: VP / Director of Supply Chain, Operations, or Lean Transformation

Desired Location: Cincinnati, OH or Remote

Expected Compensation: \$250K+

Education and Skills

- M.S., Supply Chain Management – Penn State University
- B.S., Engineering Technology – University of Dayton
- Six Sigma Black Belt and Green Belt Certified
- Single employer since 2006

Accomplishments

- Currently manages a \$20B portfolio as the VP, Supply Chain
- Leads 600+ employees across multisite operations and ERP transformation.
- Drove \$1B reduction in inventory through S&OP stabilization and Lean deployment.
- Delivered \$100M+ in working capital improvement through digital materials strategy.
- As the Executive of S&OP, managed four P&Ls, 20+ product families, six Supply Chain commodities and 60K SKUs
- Early Career: Supported fulfillment of all Military Spare Hardware resulting in 97% Customer Service Level and \$1.48B of sales

Candidate: #p-84618

Desired Title: CONTRACT Planner/Scheduler

Desired Location: Remote

Expected Compensation: \$163/hour

Education and Skills

- 29 years of experience in the Aviation and Aerospace industries
- 26 years in progressive Planning/Scheduling roles
- Can plan and quote work for: CRJ200/700/900/1000, EMB175/195, Lear45/60 and Global 300/350

Accomplishments

- Expert with span days/hours to complete any hourly/monthly/yearly inspections.
- Expert with creating a flow of work to be accomplished, panels needing to be removed, and interior items to be removed.
- Will complete the entire visit so that client only has to PRINT job maintenance cards and/or AMM as needed.
- Will advise/consult with explicit directions on what items need documented outside of the panel books.

HOW THE TALENT VAULT WORKS

Talent Vault profiles are on candidates recently generated through our normal search process. We regularly send samples of some of these talented individuals in a newsletter format. When you express interest in a candidate, we will first ask them for their approval to submit their information to you. Should you hire the candidate we present to you, within 12 months of us sending you their resume, you will owe us 18% of their first year's compensation versus the industry standard of 30%. The 18% rate DOES NOT apply to those included here that are looking for CONTRACT work; the hourly rate listed is the billable rate and includes all burdens.

Service Charge Terms:

The payment terms/protection clause would be as follows:

The service charge will be broken into 3 equal installments.

- The first installment is due within 5 days from the start date of employment.
- The second installment is due 45 days from the start date of employment.
- The final installment is due 90 days from the start date of employment.

If during this 90-day period, the candidate is terminated for cause or voluntarily terminates their employment prior to any of these milestone dates, then no further payments are due from the company.