



Lead, Vehicle Sustainment Partnerships & Market Development



Reports to: **Vice President, Weapon Systems & Distribution Programs**



Exempt (Position Location: Remote)

About SupplyCore:

SupplyCore is a Certified Small Business federal contractor to the Department of Defense (DoD) and General Services Administration (GSA). We prioritize supporting our Military and Government customers worldwide. In partnership with our expansive supply chain, we provide products and services that enable our customers to complete their mission and to sustain readiness anywhere.

To learn more visit here; [One Company. One Mission. - SupplyCore Inc.](#)

Position Purpose:

You will serve as SupplyCore's primary relationship manager for strategic vehicle sustainment partnerships supporting the Weapon Systems Support (WSS) business segment. This position develops and strengthens OEM, supply chain, customer, and end-user relationships; provides vehicle sustainment and aftermarket subject matter expertise; and supports customer engagement activities in coordination with WSS leadership. You will be a bridge between OEM capabilities, supply chain solutions, customer requirements, end-user mission needs, and SupplyCore growth initiatives while supporting domestic and international opportunity development efforts. You provide comprehensive support requiring both senior external engagement and detailed follow-through on opportunity tracking, supplier documentation, customer intelligence, internal readiness, and cross-functional execution.

Position level and compensation may be adjusted based on the selected candidate's experience, demonstrated capabilities, and organizational impact potential.

Key Deliverables and Responsibilities:

- Develop and maintain relationships with OEM partners, defense industry stakeholders, Security Cooperation organizations, embassy personnel, military representatives, and government customers in support of vehicle sustainment and aftermarket growth initiatives.
- Serve as the primary point of contact for assigned OEM relationships, building the bridge between the OEM and customer to develop solutions that meet their requirements. .
- Develop and maintain a thorough understanding of OEM capabilities, product portfolios, sustainment solutions, and strategic growth initiatives.

SupplyCore is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status, age or any other federally protected class.

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- Support the Vice President of WSS during customer meetings, capability briefings, industry events, trade shows, and partner engagements.
- Build and nurture trusted relationships with customer and end-user communities to better understand mission requirements, sustainment challenges, buying behaviors, and emerging capability needs.
- Translate customer and end-user feedback into actionable insights for OEM partners, supply chain stakeholders, and internal teams to support opportunity shaping and solution development.
- Serve as a vehicle sustainment and aftermarket support subject matter expert when communicating OEM capabilities to customers and partners.
- Assist in evaluating customer and end-user requirements and aligning those requirements with OEM capabilities, supply chain solutions, and SupplyCore offerings.
- Support domestic and international customer and end-user engagements through travel, relationship development, market assessments, and opportunity shaping activities.
- Facilitate communication and collaboration between OEM partners, supply chain stakeholders, customers, end users, and internal teams.
- Monitor industry trends, platform developments, and supplier market activity and provide recommendations to WSS leadership.
- Support partnership agreements, supplier initiatives, and strategic growth efforts that strengthen SupplyCore's position within target markets.

Qualifications and Skills:

Qualifications

- Bachelor's degree in Business, Supply Chain Management, Logistics, Engineering, Military Studies, or related field; equivalent experience may be considered.
- Minimum of five (5) years of experience in business development, supplier relations, defense logistics, vehicle sustainment, aftermarket support, government contracting, or a related field. Experience interacting with OEMs, suppliers, government customers, military organizations, end-user communities, or strategic industry partners.
- Familiarity with military vehicle platforms, sustainment operations, aftermarket support activities, or defense supply chains.
- Exposure to FMS, DCS, international business, or defense export environments preferred but not required.

Desired Skills

- Demonstrated ability to build, maintain, and nurture trusted relationships with customers, end users, suppliers, OEMs, and internal stakeholders at multiple levels of an organization.
- Strong verbal and written communication skills.
- Proven ability to influence and collaborate effectively without direct authority.
- Highly organized and capable of managing multiple priorities simultaneously.
- Self-driven, proactive, and comfortable operating in dynamic environments.
- Strong commercial judgment and critical-thinking skills.
- Willingness and ability to travel domestically and internationally as business needs require (approximately 25-35% of the time)

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- PC proficiency in Microsoft Office Suite products.

What we offer: *We care about our associates and strive to provide the most up to date benefits.*

- 3 weeks of PTO with a generous accrual policy
- 14 company paid annual Holidays.
- Flexible Work Life Balance
- Casual Work Environment
- Progressive Associate Recognition Program
- Company Provided Professional development
- Annual Education Assistance Program
- 401K with bi-weekly Safe Harbor contributions
- Wellness Program
- Employee Assistance Program (EAP)
- Nationwide Medical, Dental, Vision, & FSA
- Optional Additional Life Insurance
- Short- & Long-Term Disability
- Annual social and community events
- Company provided PC and office supplies
- On-site Free Parking [Hybrid/ In-person]

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