



ICCPA
International Compliance Professionals Association

Job Opportunity

Company	Curtiss-Wright
Job Title	Contracts Manager
Location	Brecksville, OH or Arlington Heights, IL
Salary Range	
Relocation Assistance	Available

Job Description / Responsibilities / Requirements

**CURTISS -
WRIGHT**

Contracts Manager

Industrial – Farris

Last updated: April 2015

Transform Your Tomorrow...Today at Curtiss-Wright

At Curtiss-Wright, you have the opportunity to transform the way our customers do business, as well as transform your career. Our entrepreneurial environment provides our employees with excellent experiences that enable them to develop their skills through stretch assignments and the opportunity to work with the best talent in the industry. At Curtiss-Wright, you will have the opportunity to contribute from day one. And...that's just the beginning of how we help you transform your tomorrow.

Since the early 1940s, the **FARRIS ENGINEERING** unit of Curtiss-Wright has designed and produced a wide range of spring-loaded and pilot-operated pressure relief valves. Used as safety devices, they prevent over pressurization of vessels, pipelines, and equipment.

<http://farris.cwfc.com/AboutFarris/AboutFarris.htm>

THE OPPORTUNITY | CONTRACTS MANAGER

SUMMARY:

Reporting to the Director of Contracts, the Contract Manager will be responsible for commercial strategy for bids within Curtiss-Wright Industrial Division including negotiating final contract terms with customers, resolving contract variations/disputes and meeting defined objectives and targets set against key responsibilities.

Location: Brecksville, OH or Arlington Heights, IL

DELIVERABLES:

- Works with the bid teams to optimize the design and structure of deals
- Ensures that the contract accepted reflects the as-bid position
- Ensures all contracts and subcontracts entered into by Curtiss-Wright are on terms and conditions and where appropriate at prices acceptable to Curtiss-Wright
- Works to manage contract risks through appropriate commercial contract terms
- Provide advice and guidance to business as required
- Manages claims and variations received/issued by Curtiss-Wright
- Interacts with all levels of the organization
- Advises management and staff on the practical and necessary steps to ensure corporate processes are followed
- Keeps informed about changes in laws and regulations and informs management about their impact

QUALIFICATIONS:

- Bachelor degree (preferably in law) with a minimum of 10 years' experience in similar contract management role with extensive background in contract negotiation OR 5 years in a legal or counsel role negotiating contracts
- Extensive (anticipated at least 5 years) commercial contracts experience, experience in Oil & Gas or Automotive industries is an asset
- MUST have demonstrated the ability to review, draft and negotiate contract terms and conditions
- Knowledge of contract law

CORE COMPETENCIES:

- MUST have exceptional negotiation and influencing skills
- Excellent knowledge of contract terms and conditions and application in bids
- Business and commercial acumen
- Must have strong problem solving and planning skills
- Highly organized with proven follow-up skills
- A strategic individual with good judgment and strong professional and ethical standards.
- A well-organized individual who can relate to management, line workers, government officials, customers, and visitors.
- Excellent verbal and written communication skills.

- Demonstrated to be a Self-Starter
- Ability to work independently and in a team-environment.
- Leadership – a demonstrated ability to lead people, influence and obtain results through others.
- Results orientated
- Ability to meet deadlines and work under pressure
- Flexible, as some out of hours and weekend working may be required. Some domestic and foreign travel may also be required (averaging 1 trip a month)

What You'll Find at CW

Challenging Work - The work we do at Curtiss-Wright is not only challenging, but it is meaningful to our customers, our employees and the communities in which we live and work.

Independence – At Curtiss-Wright, you have the independence to invent, create and innovate; and the opportunity to work on the most advanced technology in our industry.

A Collaborative Environment – The teamwork among our exceptionally talented people enables us to deliver some of the most advanced solutions to our customers.

We Offer

Curtiss-Wright is proud to offer our employees a comprehensive total rewards package:

- Competitive Pay
- Health and wellness benefits, including medical, dental, life insurance and more
- Savings opportunities for retirement, with an opportunity to become a shareholder
- Learning and development opportunities
- Recognition for your contributions

This position may require exposure to information which is subject to US export control regulations, i.e. the International Traffic in Arms Regulations (ITAR) or the Export Administration Regulations (EAR). All applicants must be U.S. persons within the meaning of U.S. regulations.

Curtiss-Wright is proud to be an equal opportunity employer, MF/D/V

Contact Information to Apply

<http://chj.tbe.taleo.net/chj01/ats/careers/requisition.jsp?org=CWCONTROLS&cws=1&rid=3334>