

PinPoint Solutions:

Experts in Aerospace & Defense

Defining the Talent Pool

At PinPoint Solutions, our clients and their needs come first. Collaboration and open communication are our benchmarks for ensuring customer satisfaction and trust. It is paramount to our business that we recognize every organization's unique values and culture. Our promise is to fully understand the behaviors and characteristics that will make a candidate successful in your business.

- We do not utilize a one-size fits all approach to your search.
- We have a structured process that has proven to be extremely successful. That being said, we also understand that you have unique needs. We can easily adapt our process to ensure success with your search.
- We employ a one-touch model. Your search will be managed by one of our experienced search professionals – not multiple consultants.
- You have one point-of-contact and every candidate has that same point-of-contact. This ensures a seamless and effective communication flow between all parties and that your search is managed in the timeliest and most effective manner possible.

It is this structure that led PinPoint Solutions to a 95% fill rate on our searches in 2015. We want to ensure that we bring your company the very best talent.

Recent Aerospace & Defense Searches

- Executive Vice President of Operations**
- Vice President Program Management**
- Vice President/General Manager**
- Vice President Aftermarket & MRO**
- Senior Director Sales**
- Director of Program Management**
- Division Finance Director**

- Director of Human Resources**
- Director of Corporate Communication**
- Director of Quality**
- Director of Supply Chain Management**
- Director of Engineering**
- Director of Continuous Improvement / Lean Plant Managers**

We just placed a “C” level Consultant with a \$2B aerospace and defense client. Our client needed defense expertise to help them transition operational and supply chain business needs.

Additionally, we have successfully placed over 400 aerospace and/or defense professionals to mid-level roles over the last 4 years.

Aerospace and Defense has long been one of our strongest industry practice areas. We have aerospace and defense clients who have been clients and talent partners with us through our 10 year company history.

Our breadth and depth in aerospace is a winning combination for any aerospace or defense company looking for a talent partner who knows how to deliver top talent in a competitive market.

Highlighted Searches

- Director, Finance** – \$1B aerospace business segment in North Carolina
- Senior Director, Quality** – Highly customized \$1B business segment in Minnesota

Who We Are

We have two divisions within our organization:



WESTPORT INTL
Elite Executive Leadership + Search

Westport Intl
Focused exclusively on executive level searches



PinPoint Solutions

Pin Point Solutions
Specializing in professional and mid-management recruiting

Our mission is to be an execution-driven, client-oriented firm. We tend to establish long- term relationships and have grown our company by providing customized services based on client’s needs and objectives. While it takes a while to build a true partnership with a client, that remains our steadfast objective. Last year, we conducted an analysis of our work, and 70% of it comes from clients we have worked with over four years. In general, over 80% of our work is from repeat clients.



Leadership: Dan O'Connor

Dan O'Connor is an Aerospace professional with over 30 years of experience in Engineering Management, Operations Management, Program Management and Business Development. He has supported both large and small companies that include Boeing, General Dynamics, Lockheed and D3 Technologies/LMI Aerospace. His strong technical background and leadership capabilities were recognized by D3 Technologies when they acted on his proposal in 2005 to build staff and manage the Southeast Division in Greenville, SC. During his tenure there as Director of Engineering, he procured and/or managed the support of new aircraft development programs with Lockheed, Boeing commercial platforms, Airbus, Honda Jet, Spirit Aerospace, Triumph and many more. During this time, Dan has also supported the Upstate Aviation Cluster in efforts to stimulate growth and coordination of aviation companies in South Carolina and is an active member of the South Carolina Aerospace Advisory Board. Dan's role will be Managing Director, with a focus on engineering and aerospace. We are excited for Dan to join our team.



Connect with Dan on LinkedIn



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