

PinPoint Solutions:

Experts in Aerospace & Defense



Dan O'Connor
Managing Director,
Aerospace & Defense



Our History

Eleven years ago, our organization was created with two main founding principles – build strong long-term relationships with clients and execute flawlessly. While this may sound extremely simplistic, it runs contrary to the traditional transactional nature of search and recruiting firms. Dennis Dunlavy, along with a select few highly skilled and like-minded search professionals, successfully founded and differentiated the organization from other search firms by being both execution focused and client driven.

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Our History (cont.)

Our organization has successfully grown into two main operating divisions: Westport Intl, our retained executive search team and Pin-Point Solutions, our professional and mid-management recruiting group. Today, we have about 30 employees nationally and strategically work with targeted key clients in most industries. We do this for diversification and also so that we don't restrict our access to top talent candidates for our clients. With our two operating divisions, we are able to support our clients by providing search and recruiting services across all levels and functions in their organization. Today over 80% of our business is repeat business from existing customers. Because we do so much work with a limited client base, our success is truly driven by partnership and execution.

This business perspective is very much in line with my values and how I believe business should be conducted. It is also the primary reason for choosing Pin-Point/Westport and Dennis Dunlavy to grow my practice within the executive search field. If this philosophy, a solid background in industry and dedicated client focus is appealing to you, please do respond to this email and we can discuss your staffing needs.

Dan is the Managing Director for the Engineering practice area focusing on Aerospace and Defense. Give him a call if you have critical needs that require professional assistance.



Current Highlighted Searches

Confidential search for a Financial Controller for a 150mm small division of a leading multi-billion-dollar industrial organization-located outside of Seattle. Must have Multi-Site manufacturing experience and strong knowledge in US and international accounting, including both percentage of completion, and cost accounting.

Active search for a Manufacturing Engineering Manager in Portland, OR area 5 to 10 years of experience working with metal forming and CNC equipment. Looking for hands on leader to manage technical and NC programming teams.

Let me know if interested: Dan@Pin-PointSolutions.com





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 Customer Interface. He has supported both large and small companies that include Boeing, General Dynamics, Lockheed and D3 Technologies/LMI Aerospace.

Dan's 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 is Managing Director - Engineering, with a focus on Aerospace and Defense.

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