

<b>JOB TITLE</b>	Sr. Commercial Engine Manager
<b>DEPARTMENT</b>	Asset Management
<b>LOCATION</b>	Dublin
<b>REPORTS TO</b>	Head of Engine Management

Everything we achieve is made possible by our talented people. Fuelled by our commitment to excellence and collaborative spirit, we're shaping the future of aviation for generations to come. But life at AerCap goes beyond the pursuit of excellence. We are proud of our culture which is built on the values of Ambition, Excellence and Respect, and they act as a flight path for our people.

Our high-performance work environment is the perfect backdrop to develop into the professional you want to become. Whether you are at the start of your career, or a more seasoned professional, you will have the opportunity to learn from the best people in the industry and be part of the largest aviation leasing company in the world!

Sound exciting? We think so!

## JOB SUMMARY

AerCap Materials Inc. has an immediate opening for a Sr. Commercial Engine Manager. This role will report directly to the Head of Engine Management (Miami, FL) and will participate in the procurement, marketing, and sales for identified engine types and specific engine components.

AerCap Materials is a division of AerCap and is a premier distributor of airframe and engine components available for purchase or lease. AerCap Materials provides comprehensive solutions for aircraft supply chains. With nearly 50 years of leading aftermarket experience and among the largest inventories to support mid-life and new-generation aircraft, AerCap Materials is the proven provider of full life cycle and supply chain solutions. The scale, experience and accessibility of our global team provides ready access to support the aviation industry.

## ESSENTIAL FUNCTIONS

- Onboard, develop, and maintain customers/relationships to meet sales targets.
- Maintain all customer quote and order data into the inventory system.
- Evaluate and identify most appropriate sales channels in support of product strategy; monitor and adjust as necessary based on changing market demands.
- Research product line to maximize value based on time/cycle limitations, interchangeability, mod status, AD's, applicability, OEM and MRO usage and demand.
- Participate in engine evaluations, to include an LLP review and technical analysis in support of forecasting engine dismantlement sales.
- Monitor dismantlement progress with identified engine dismantlement facilities – to include providing harvest list of parts to be received from engine dismantlement and making scrap decisions as necessary to ensure complete reconciliation of dismantled engines.
- Identify engine parts to route for speculative repair. Direct Sourcing and Repairs Management on specific MROs and Engine shops, ensuring cost effectiveness throughout the repair cycle.
- Work with Records department to ensure adequate BTB LLP data is compiled. Work with onsite and third-party records management to identify and close any potential records gaps.
- Measure and report on sales activity for engine acquisitions against performance goals. Review book value to forecast as part of periodic financial review and plan accordingly to mitigate value loss

- Capture and maintain ongoing market intelligence to support product decisions. Understand and leverage market landscape and data, specifically competitor inventory levels and availability as well as internal inventory pipeline and the demand from potential customers.
- Perform other duties and projects as needed.

## JOB REQUIREMENTS, QUALIFICATIONS & COMPETENCIES

### Educational/Experience

- Bachelor's degree with minimum 3 years of aviation industry experience or 8-10 years of progressive work experience in commercial aviation
- Experience handling multiple projects with competing priorities
- Strong analytical ability including raw data, financial data and pricing information
- Excellent PC skills required including Excel, MS Word and PowerPoint
- Ability to travel up to 25% occasionally with short notice

### Key Competencies

- Strong oral and written communications
- Strong interpersonal skills
- Ability to interface effectively with all levels within the company
- Ability to use data, technical knowledge and industry knowledge to manage ambiguity and change while maintaining a strong sense of urgency and commitment to execution
- Ability to handle multiple projects and responsibilities with competing priorities
- Strong presentation and facilitation skills
- Strong problem-solving skills, analytical and financial skills.

## WE OFFER

- Challenging job in a dynamic business environment
- Interesting colleagues with different backgrounds from all over the world
- An opportunity to become part of the dynamic world of aircraft finance with the largest aircraft lessor in the world
- An attractive employment package with a competitive salary and excellent working conditions

## OUR VALUES

### AMBITION

Ambition to us means winning together. We believe it takes bold people to help us shape the future of aviation. At AerCap, ambition means defying our own limits, breaking new ground, and setting higher standards for our business.

### EXCELLENCE

We believe in striving for nothing short of greatness. For us, excellence means redefining what is possible, and to constantly work towards outstanding solutions for our customers with unwavering commitment and collaboration.

### RESPECT

We believe in fostering an environment where everyone welcomed, supported, and valued. Respect means treating our people with dignity and honouring their individuality. We strive to create an environment where our people feel included and empowered to do their best work and reach their full potential.

#### **LIFE AT AERCAP/WHAT WE OFFER**

- We offer attractive employment packages with a competitive salary and excellent benefits, including generous annual leave policies, health insurance for our employees and immediate dependents, pension/retirement savings plans and an all-employee share scheme.
- You will have the opportunity to learn from the best people in the industry and grow your career with the largest aviation leasing company in the world.
- Our Corporate Social Responsibility (CSR) programs provide opportunities for our employees to inspire positive change in our global communities and to make a positive difference in the communities in which they live through volunteering, fund-raising, and other charitable initiatives.

**Make AerCap your destination of choice and join us to shape the future of aviation!**