

JOB TITLE	VP Leasing
DEPARTMENT	Leasing
LOCATION	Dublin or Dubai
REPORTS TO	Head of Leasing - EMEA

JOB SUMMARY

The Leasing Department is responsible for AerCap's global commercial leasing strategy and activity.

The VP of Leasing originates and manages commercial aircraft lease transactions between AerCap and more than 200 airlines across the globe. The VP is responsible for the establishment and maintenance of relationships with airline customers, the sourcing of business with such customers, and the commercial terms on which the business is conducted. The VP's commercial responsibility continues throughout the life of each deal, from inception of commercial negotiations to return of the aircraft. The VP of Leasing is a leader that guides other client-facing departments in the performance of their roles. The VP has in-depth industry understanding, superior communication skills, and the ability to lead a transaction team of lawyers, pricing, credit, and technical managers.

ABOUT AERCAP

AerCap is the global leader in aviation leasing with one of the most attractive order books in the industry. AerCap serves approximately 300 customers around the world with comprehensive fleet solutions. AerCap is listed on the New York Stock Exchange (AER) and has its headquarters in Dublin with offices in Shannon, Miami, Singapore, Memphis, Amsterdam, Shanghai, Dubai, and other locations around the world.

ESSENTIAL FUNCTIONS

Relationship and Aircraft Management

- Establish, foster and maintain airline customer relationships
- Manage the team responsible for the delivery and return of aircraft
- Manage the administration of the lease and all leasing activity until return of the aircraft, including collections, reimbursements from reserves, restructurings, repossessions, and other workouts

Transaction Execution

- Execute leasing strategies that are aligned with team objectives
- Prepare letters of intent and manage the internal approval process
- Manage the "sell" of the deal
- Coordinate the development of the deal with other Leasing Executives to obtain the best overall deal for AerCap
- Negotiate and execute leases
- Analyse aviation trends for future lease planning

JOB REQUIREMENTS, QUALIFICATIONS, and COMPETENCIES

Educational/ Experience

- Bachelor's degree in Finance, Law, Engineering, Business, Aviation Management, or related field (MBA preferred)
- 5 - 10 years in aircraft leasing or sales experience required
- A demonstrated ability to negotiate complex structures or deals

Technical/Functional

- Advanced negotiation and mediation skills
- Understanding of the technical elements of aircraft that affect aircraft leasing
- Understanding of issues involved in complex cross-border leasing transactions
- Knowledge of basic financial concepts and principles
- Knowledge of the commercial aviation sector
- Knowledge of key competitors

Client Relationships

- Develop and maintain strong working relationships with clients and vendors
- Able to negotiate skilfully in tough situations with both internal and external groups
- Able to be direct and forceful as well as diplomatic

Team Management

- Promote a culture that reflects the organization's values
- Create strong team morale and spirit
- Ensure intra-department unification around the company's strategic goals

Additional Competencies

- Detail-oriented, organized and able to handle multiple, competing priorities and deadlines simultaneously
- Proven problem-solving skills
- Flexible, self-starting and tenacious with an aptitude for dealing with ambiguity

OTHER INFORMATION

- The position requires extensive travel