

JOB TITLE	VP Sales - Americas
DEPARTMENT	Sales
LOCATION	Memphis, TN
REPORTS TO	Head of Airframe 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 has an immediate opening for a VP of Sales – Americas. This role will be responsible for the day-to-day sales & growth of the America's sales team & overall regions, all account development & growth, winning/executing airframe component sales targets, growth initiatives and retention of customers in the applicable region.

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

- Develop strategy, targets and growth plan for all EMEA & APAC accounts, including a robust retail strategy that appropriately balances resources and ROI.
- Manage Account Managers assigned to accounts with business development opportunities by providing clear targets and timely feedback while motivating and energizing the team.
- Develop, implement, and delegate customer account's marketing and travel plans to meet/exceed Operating Plan goals, by retaining / increasing existing customer penetration and or pursuing new markets and customers by collaborating with other Commercial Managers and Business Development personnel to grow revenue at Operator/MRO End User accounts, brokers, repair shops and leveraging AerCap's relationships with key customers.
- Lead internal Materials growth council meetings. Includes reporting on top current/potential accounts, regional growth strategies, and product management strategies.
- Develop strategy to generate component/parts leasing and services product opportunities within the APAC region aligned with overall business priorities & goals.
- Develop and execute overall market outreach strategies by prioritizing AerCap Materials' presence at industry tradeshow, marketing communications oversight and key customer visits.
- Maintain proactive awareness of competitor activity and recommend actionable counterstrategies and alliances to develop trading relationships with key strategic alignment needs.
- Assist in leading business-wide alignment for global customer programs and products (extended terms, exchange programs, on-site inventories, and virtual consignments) and channel strategies (MROs/Brokers, OEM's internal GE, etc.)

- Track, prepare and share regularly scheduled sales reports showing sales volume, potential sales, areas of proposed client base expansion and other relevant metrics. Address deviations from sales and growth plan and collaborate with key stakeholders to initiate corrective action.
- Utilize data from the AerCap Materials Quality Management System to proactively own and act on opportunities for continuous improvement and increased customer satisfaction. Capitalizing on personally established aviation industry, customer relationships in order to drive profitable growth.
- Annual travel expectation minimum 35%
- Perform other duties and projects as assigned.

JOB REQUIREMENTS, QUALIFICATIONS & COMPETENCIES

Educational/Experience

- Bachelor's Degree and a minimum 8 years of experience in the aviation industry or equivalent combination of education and experience.
- Experience in sale of airframe parts highly preferred.
- Minimum 5 years of experience managing sales support and/or account managers with a proven ability to develop talent, delegate and achieve results through others.
- Solid track record of developing and implementing sales strategy, marketing plans and sales metrics for profitable growth.
- Exceptional negotiation, facilitation, and decision-making skills.
- Experience working with MS Office, preferably MS Word, PowerPoint and Excel; Experience conducting presentations and facilitating business objectives.
- Willingness to travel internationally, in some cases at short notice.

Key Competencies

- Focused on the bottom-line.
- Use rigorous logic and methods to solve difficult problems with effective solutions.
- Look beyond the obvious and do not stop at the first answer.
- Detail-oriented, organized, and able to handle multiple priorities and deadlines simultaneously.
- Extraordinary attention to overall quality of the final product.
- Flexible, self-starting, and tenacious with an exceptional aptitude for dealing with ambiguity.

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!