

JOB TITLE	Director or Vice President Trading
DEPARTMENT	Portfolio Management and Trading
LOCATION	Dublin or Miami
REPORTS TO	Chief Investment Officer

JOB SUMMARY

The Portfolio Management and Trading department oversees all aspects of aircraft sales and purchase and lease back activity as well as end-of-life strategy development. Working in a dynamic, exciting, and challenging environment, the Director or Vice President works to successfully execute on the company's end sales plan for end-of-life assets. To succeed, the incumbent must be results-driven, analytically minded capable of condensing complex information into concise recommendations, managing complex projects and relationships and be an excellent communicator. The job will primarily focus on sale of off-lease aircraft to other lessors and investors, but the successful candidate will also be expected to make sure internal reporting is up to date and work on the go to market strategy, as required. 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 is based in Dublin with offices in Shannon, Miami, Singapore, Memphis, Amsterdam, Shanghai, Abu Dhabi, Dubai, Seattle, Toulouse and other locations around the world.

ESSENTIAL FUNCTIONS

Aircraft sales, support and analysis

- Run aircraft sale deals from start to finish, negotiating aircraft term sheets, sale agreements and novations etc.
- Support the Leasing Executives with end-of-life sales to airlines, in terms of deal analysis, the drafting of the required term sheet / Sale and Purchase agreement and obtaining deal approval.
- Ability to analyze and review aircraft leases and sale pricing.
- Work together with the technical team within AerCap to ensure all the required information is available to be able to launch the "Request for Quote" process successfully.
- Conduct/oversee cash flow and P&L analysis and related due diligence on all aircraft sales.
- Prepare and present summary analysis to senior management.

Relationship management and ad-hoc support

- Provide ad-hoc support to the CIO, Senior management and project work as needed.
- Manage key relationships both internally and externally.

JOB REQUIREMENTS, QUALIFICATIONS & COMPETENCIES

Educational/Experience

- 5-10 years of experience in end-of-life Trading required.
- Knowledge of aircraft model types, engines and transition process required.
- Understanding of the airline industry's requirements in terms of documentation (commercial trace, back to birth requirements, etc.) and standards.
- Strong relationships with lessor and part out community.
- Bachelor's degree and / or equivalent experience in aircraft / engine maintenance a plus.

Technical/Functional

- Strong analytical skills. Strong Excel and pricing capability a plus.
- Commercially astute and financially savvy.
- Strong negotiation skills: ability to negotiate skillfully in tough situations with both internal and external groups
- Detailed understanding of monetary value propositions, risk valuations and the pitfalls in end-of-life trading.
- Proven ability to win concessions without damaging relationships.
- Strong verbal and written communication skills.
- Strong knowledge of aircraft and engine maintenance, modification, overhaul and repair.
- Strong understanding of aircraft valuation methods and where the market is trading on all aircraft / engines types under remit.

Client Relationships

- Develop and manage strong relationships with buyers and manufacturers.
- Manage relationships with all AerCap departments.
- Able to translate technical / complex ideas into basic language.
- Able to interpret and communicate contract terms and procedures.

Team Work

- Drive performance-oriented culture for the department.
- Solve problems with peers with a minimum of noise.
- Communicate candidly with peers.
- Ability to work well both independently and as part of a team.
- Ability to manage and run deal teams in different functions and overseas office locations effectively.

Additional 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.

OTHER INFORMATION

- Able to travel internationally regularly, and at times, at short notice, as required
- Demonstrate intellectual curiosity: develop knowledge base and skill set beyond that called for by immediate tasks; push the 'knowledge envelope'; evaluate results of own work and that of others critically vs. purely focusing on production; continuously question processes and / or methods and seek opportunities for improvement; thoughtfully challenge conventional wisdom.

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