

<b>JOB TITLE</b>	VP Engine Management
<b>DEPARTMENT</b>	ASSET MANAGEMENT
<b>LOCATION</b>	MIAMI
<b>REPORTS TO</b>	CEO

## JOB SUMMARY

AerCap Materials Inc. has an immediate opening for an VP Engine Management. This role will report directly to the CEO and will lead the team responsible for the acquisition, marketing, and sales strategy for identified engine types and engine components. This role will lead asset management function for the engine parts trading division of AerCap Materials Inc. as well as various initiatives - through outlining marketing plans and coordinating efforts with the commercial department.

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.

AerCap is the global leader in aircraft leasing with a portfolio of over 2,000 aircraft, over 900 engines, and over 300 helicopters, together with an order book of approximately 450 of the most in-demand new technology aircraft in the world. 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 Memphis, Miami, Shannon, Amsterdam, Singapore, Shanghai, Dubai, Abu Dhabi, Seattle, Toulouse and other locations around the world.

## ESSENTIAL FUNCTIONS

- Lead and Manage the team and processes for engine acquisition, disassembly, component repair, and sales to meet asset and overall revenue targets.
- Develop and execute product strategy and pricing rationale to achieve/exceed business revenue & margin goals. Evaluate and identify sales channels in support of product strategy; monitor and adjust as necessary based on changing market demands.
- Oversee engine valuation for acquisition opportunities. As part of deal team, submit and support approval workflows.
- Negotiate contracts and monitor dismantlement progress with identified engine dismantlement facilities.
- Manage existing, and identify for onboarding, repair suppliers to support revenue targets.
- Understand and monitor all records requirements associated with incoming assets. Identify gaps and work with relevant parties to resolve.
- Track and report on asset performance – identify gaps in performance to plan and determine necessary steps for improvement
- Develop and lead marketing plans for existing and incoming engine inventory.

- 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 6 years of aviation industry experience or 8+ years of progressive work experience in commercial aviation specifically with engine product
- Strong interpersonal skills with demonstrated ability to build, train, and motivate a team
- Strong analytical ability including raw data, financial data and pricing information
- Excellent negotiation skills

### **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