

<b>JOB TITLE</b>	Director, Leasing – Emerging Markets
<b>DEPARTMENT</b>	Commercial – Milestone Aviation Group
<b>LOCATION</b>	Dubai
<b>REPORTS TO</b>	Head of Emerging Markets

## JOB SUMMARY

The primary responsibility is to contribute strongly to achieving Milestone Commercial objectives in Emerging Markets, by providing active account management & customer service, ensuring management & execution of assigned deals, carrying out targeted business development activities and providing ongoing support to the Milestone Commercial team. This role includes daily client interaction, preparing offers & closing deals, market research & analysis and sales support duties. The role requires a creative and flexible approach in working with customers, senior managers and deal teams. It is important to have strong interpersonal skills, sales, marketing, relationship, aircraft industry knowledge and strong quantitative/analytical skills.

## 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 is based in Dublin with offices in Shannon, Miami, Singapore, Memphis, Amsterdam, Shanghai, Dubai, Seattle, Toulouse and other locations around the world.

## ABOUT MILESTONE

Milestone Aviation Group, an AerCap company, is the world's leading helicopter leasing and financing company. Milestone has over 50 customers in more than 40 countries, serving a variety of industries, including offshore oil and gas, search and rescue, emergency medical services, police surveillance, mining, fire-fighting, and other utility missions.

## ESSENTIAL FUNCTIONS

- Full responsibility for active relationship management and customer service management of assigned accounts within the region
- Take a lead role in the commercial process to contribute to the development and implementation of the overall commercial strategy of Milestone within allocated region and relationships
- Develop initial contact and relationships with prospective clients to source new opportunities and introduce key company principles into such relationships as appropriate
- Support global deal teams and the regional Commercial team under tight deadlines with competing priorities
- Set up and attend meetings with prospective clients
- Produce marketing presentations & produce and maintain specific Commercial Reports as directed by the regional Commercial team and/or other senior leadership
- Liaise with departments concerning active Commercial deals to manage the deal team effectively
- Advance the development and promotion of the Milestone brand
- Serve as the customer point of contact to meet high levels of customer service

- Work with the Commercial team and Deal Team to generate Heads of Terms, issue Letters of Intent and Execute Lease Agreements as required
- Manage overall sales process from initial offer to execution of contract for assigned deals

## **JOB REQUIREMENTS, QUALIFICATIONS, and COMPETENCIES**

### **Educational/ Experience**

- Bachelor's degree or equivalent professional qualification in Finance, Business, Engineering, Mechanical Engineering, Aeronautical Engineering, Aviation or equivalent knowledge & experience

### **Technical/Functional**

- Seven years minimum of work experiences in relevant field: Aviation or Helicopter Space
- Sales or direct customer service experience
- Good level of numeracy, financial knowledge and business acumen
- Able to conduct research and analysis and prepare compelling presentations
- Able to rapidly establish relationships, build rapport and trust, identify and summarize customer needs accurately, and identify and sell Milestone solutions
- Business level language skills in English (essential)

### **Additional Competencies**

- Demonstrated ability to work independently and be self-motivated
- Proven success at multitasking & thrives in a high-pressure time critical environment with multiple shifting priorities
- Passion to grow in the organization
- Excellent interpersonal and communication skills, both face-to-face and virtual. Ability to speak in public and confidently deliver the Milestone message at conferences, panels etc.
- Team orientated. High level of integrity, ethics and character values

## **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.