

<b>JOB TITLE</b>	VP Commercial / Director of Leasing
<b>DEPARTMENT</b>	Commercial – Milestone Aviation Group
<b>LOCATION</b>	Dubai
<b>REPORTS TO</b>	VP & Regional Manager MEA & APAC

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!

## 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.

## JOB SUMMARY

The primary responsibility is to lead Milestone Commercial strategy and results by providing active account management & customer service, ensuring management & execution of assigned deals and carrying out targeted business development activities.

This role includes daily client interaction, preparing offers & closing deals, market research & analysis and sales support duties. It is important to have strong interpersonal skills, sales, marketing, relationship, aircraft industry knowledge and strong quantitative/analytical skills.

## ESSENTIAL FUNCTIONS OF THE JOB

- 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 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 senior leadership.
- Serve as the customer point of contact to meet high levels of customer service.

- Work with the 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.

#### **Performance Indicators**

- Deal origination and execution
- Market knowledge
- Efficiency
- Ethics & Integrity
- Dependability
- Flexibility
- Problem solving
- Accountability

### **JOB REQUIREMENTS, QUALIFICATIONS & COMPETENCIES**

#### **Educational/Experience**

- Master's degree or equivalent professional qualification in Finance, Business, Engineering, Mechanical Engineering, Aeronautical Engineering, Aviation or equivalent knowledge & experience.
- Minimum of ten years work experience in relevant field: Aviation or Helicopter Space.
- Sales or direct customer service experience.
- Good level of numeracy, financial knowledge and business acumen.
- Ability to conduct research and analysis and prepare compelling presentations.
- Ability to rapidly establish relationships, build rapport and trust, identify and summarize customer needs accurately, identify and sell Milestone solutions.
- Business level language skills in English (essential), Chinese preferable.

#### **Key Competencies**

- Hard-working team player, flexible and able to perform under pressure.
- Ability to conduct business in a professional capacity while maintaining a high level of integrity at all times.
- Ability to act on own initiative, take responsibility, motivate and lead others effectively.
- Excellent planning, analytical, interpersonal, negotiation and communication skills.
- Customer service focused with the ability to respond professionally, timely and appropriately to customer requests.
- Ability to collaborate across multiple departments to meet customer needs.
- Someone who takes a proactive approach to solving problems.
- Well organised, diligent and thorough, with desire for continuous improvement.
- Frequently travel to customer locations and manage multiple projects.
- 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 Milestone messages at conferences, panels etc.

## 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 is 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!**