



## Product Manager

### The role & department

The Product Development department is responsible for the growth of the product portfolio of the Modification Business Line. This is done by providing new insights into the market and developing new Product Market Combinations (PMCs), or improving existing PMCs accordingly. The Product Manager plays a crucial role in this process. The team consists of a Manager Product Development, Product Managers, Product Development Engineers and a Sales Engineer.

The main objective of the Product Manager is the initiation and development of new PMCs within the Modification Business Line. The process starts with identifying new opportunities, based on the guidelines as outlined in the strategic plan. Improving current PMCs to reach existing markets, identifying PMCs to enter new markets, maintaining and developing valuable partnerships are all part of the activities. The Product Manager also generates and presents solid business cases. You are part of various project teams and have an important role to ensure the future growth of the Modification Business Line.

### Your key responsibilities

- you are responsible for the development of new and/or improvement of existing PMCs within the Modification Business Line, from identifying possibilities to a business case;
- you maintain valuable partnerships with aircraft and/or equipment OEMs, suppliers, startups and other external parties in cooperation with a.o. Procurement department;
- you analyze potential business opportunities by screening and aligning with the strategic plan in cooperation with the Manager Product Development;
- you generate and provide solid business cases, including the financial and marketing plan;
- you define the project scope and objectives for PDI (Product Development Initiative) projects. You develop detailed work plans and status reports to adhere to defined scope and objectives;
- you develop the first proposal, which should be the standard for all future proposal requests, in cooperation with the Sales Engineer;
- you provide insight and keep abreast of trends and changes in the business, this includes attending seminars, conferences and industry events where appropriate;
- you support the Sales process by compiling marketing material and join customer visits, if required.

### What do we ask from you?

- You have a Bachelor or Master degree, preferably but not necessarily in aviation
- You have proven commercial and communicative skills;
- You are open minded and think in possibilities;
- You have an entrepreneurial mindset;
- You have affection with financial programs;
- You have Project Management skills;
- You are able to multitask and work on several projects simultaneously.



### **About Fokker Services Group**

At Fokker Services Group, our greatest purpose is to exceed reliability expectations, keeping customer aircraft where they belong - in the sky!

An aftermarket integrator with design, production, maintenance, and airworthiness expertise and experience, on which commercial and defense operators around the world rely for the continued competitive operation of their fleet. Unique independent competence for comprehensive single source solutions with a global presence, with facilities in Europe, Asia and the Americas. The Fokker Services Group has a profitable revenue of Euro 250M and employs around 1000 people.

### **Our Values**

As a High Performance Organization, our core values shine through in everything we do:

#### Customer Focus

We meet and exceed our customers' expectations by offering unique and personalized solutions. Creating clear expectations and building a sustainable relationship based on quality, safety and trust is what we value most.

#### Innovative Thinking

Our success is based upon an innovative mindset. We identify and create new opportunities, products and customer solutions by being brave, daring to lead and making decisions. With our entrepreneurial and growth mindset, we explore and learn ways of doing things differently every single day.

#### Global Excellence

We strive for quality, reliability and excellence. Together we create a high-performance culture in which digital transformation, continuous learning and improvement is key. Sharing knowledge, and working cross functionally helps us to inspire and achieve our shared goal; to exceed expectations and keep aircrafts where they belong; in the sky!

#### We Care

Our people are at the heart of our organization. Only when we work together can we create an inclusive and respectful work environment in which we motivate, support and inspire each other. We make a difference by being open, honest, respectful and empathetic towards each other. Safety, quality and trust are paramount.

### **Interested?**

If you feel like you can contribute to the growth of our company by taking up this challenging job, we are looking forward to your application! You can send your application to

[Didier.soelman@fokkerservices.com](mailto:Didier.soelman@fokkerservices.com) or check out our LinkedIn page for more information.