



Commercial Product Manager

Are you an action-oriented person who loves to collaborate and drive engagement with cross functional teams?

If you can drive results with an international team of colleagues in a fast-paced deadline driven business, and effectively communicate 'how to win' on customer focused initiatives, this may be the role you've been looking for. When you join Fokker Services, you become a member of a 110 Year-old international Aviation Legacy built on Entrepreneurial Spirit.

Fokker Services, a multinational Aviation Maintenance & Repair Organization (MRO), is seeking a dynamic and driven candidate who's passionate about the world of aviation and component maintenance; our teams proudly support every major global Airline in the world!

Do you possess the entrepreneurial spirit and the analytical prowess to take numerous market inputs and turn those into profitable pricing deliverables?

Our new team member will actively identify and drive business development opportunities using their demonstrated ability to influence outcomes at all levels of the organization.

As a Commercial Product Manager at Fokker Services, you will own revenue expansion in the organization by:

- 1) Building market competitive pricing packages in collaboration with our Sales teams to respond to customer RFPs. This requires excellent analytical and Excel capabilities along with the internal drive to meet aggressive response times.
- 2) Development of Component Maintenance and Repair (CMRO) product offerings and management of related launch campaigns. This entails a lead role in our business growth strategy, market surveillance, and understanding competitive cost drivers to support new revenue and profit growth targets in our commercial lines.

The Commercial Product Manager reports to the Director of Commercial Programs. This role is on-site and based in LaGrange, GA.

Job Responsibilities

- Pricing of all RFPs, RFQs, and Contract requests to support Sales team and internal pricing requests. Advanced use of Excel will be employed to analyze complex data and generate pricing models.
- Utilize your entrepreneurial drive to identify areas of opportunity for CMRO growth through analysis of market intelligence: competition, customers, pricing, fleet data, etc. Work with the leadership team to develop and deploy site product strategy.
- Development of sales campaigns, with Marketing support, to achieve revenue and margin growth goals;



- Ongoing analysis of the market, competitors and internal cost basis to drive sales growth and profitability. Maintain in-depth knowledge of industry and competitor landscape;
- Build and maintain a close working rapport with global teams from Sales, Program Management, Supply Chain, Marketing, Engineering and Operations. Align these internal resources to ensure delivery execution to win customer programs and drive achievement of commercial targets;
- Be able to quickly understand, organize and train on technical and competitive aspects of existing and new product lines;
- Identify and solve business problems at both conceptual and practical levels. Must be a self-starter able to work efficiently in a global matrix environment.

Required Qualifications

- Must be a relentless, driven entrepreneur who is focused on results;
- Adept ability in Excel to analyze data from multiple sources and organize: Pivot Tables, Tables, Charts, Formulas;
- Possess a propensity for mechanical concepts. Ability to utilize technical documentation to derive system workings;
- Proven ability to establish and sustain relationships in global matrix environment;
- Exceptional verbal, written, and presentation communication skills with primary audience being executive leadership (internal and external);
- Team outcome focused with Positive attitude/energy;
- Ability to understand direction and work independently with organization and discipline.
- Strong experience with the MS Office Suite: Excel, Power Point, Word and Outlook;
- U.S. Person per ITAR regulations to comply with export compliance and site SSA requirements.

Preferred Qualifications

- Background and technical knowledge determining market pricing and bidding technical work;
- Business development;
- Financial modeling.

Experience Requirements

- Bachelor's degree in a technical or business discipline, or equivalent additional work experience, required;
- 3+ years applicable experience in commercial or military aviation in one or more of the following: component level maintenance, technical sales or sales support; pricing and/or contracts management; new product management;
- (Or) 3+ years of commercial experience in customer facing role, product management, and pricing & data analysis; this could include manufacturing, services or other technical maintenance related fields.



Benefits offered

- 401(k), 401(k) matching, Health insurance w/ HSA, Dental insurance, Vision insurance, Company paid ST & LT disability, Company paid life insurance, PTO, Referral program, Employee incentive program.

About Fokker Services Group

At Fokker Services Group (FSG), our drive revolves around one purpose: exceed reliability expectations to keep your aircraft where they belong, in the sky. As a Global Independent Aerospace Service Provider, we create tailored solutions for your maintenance of regional, commercial and military aircraft. We engineer, repair, upgrade, and deliver high-quality solutions, innovating in multiple areas to facilitate and support your competitive operations. Our services range from type certificate holder-related product support services to flight hour based component availability and repair programs, spare parts, engineering, modifications and documentation support. The unique combination of OEM (design) expertise and aftersales support services makes us an essential partner for the aerospace industry. We have a global presence, with facilities in Europe (Hoofddorp, Schiphol, Woensdrecht), Asia (Singapore) and the Americas (Lagrange, GA, USA).

Working With Us

What is the height of your ambition? Ours starts at roughly 30,000 feet and climbs from there. Few people know what it feels like to set their work in the sky. Others may have a hard time relating but your colleagues understand that when your work takes flight, so do you. Which is why our team leaders are so driven to support the development of your maximum potential. Together, your work will mix renewal with innovation, reinvention and repair to create tailored solutions that soar. Your entrepreneurial spirit will be given the space to maneuver, working with a team that is as open, transparent and engaged as you are. With Fokker Services, every action you take has a meaningful impact on a clients' success. It's this total combination, and the strength of the relationships formed through a shared dedication, that keeps hardworking talent here for 20, 30 plus years. Time enough to reach the height of your ambition, and discover what lies beyond.