



Commercial Product Manager

Job Summary

Fokker Services, a multinational Aviation Maintenance & Repair Organization, 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 across every airframe and engine OEM in the world! The ideal candidate will possess both an entrepreneurial spirit and the analytical prowess to take numerous market inputs and turn those into profitable pricing deliverables in order to grow our customer maintenance programs. Our new team member will actively identify and drive business development opportunities with the demonstrated ability to influence outcomes at all levels of the organization.

The Commercial Program Manager will own revenue expansion via two primary roles in the organization:

- 1) Build market competitive pricing packages in collaboration with the Sales team 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 an active role in our business growth strategy, market surveillance, and understanding competitive cost drivers to support commercial growth targets in both sales and profit.

The Commercial Program Manager reports to the Director of Commercial Programs.

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 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

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- 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.
- Other duties as assigned

Required Qualifications

- Must be a relentless, driven entrepreneur type 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. Must be detailed-oriented and focused on results.
- Strong experience with the MS Office Suite: Excel, Power Point, Word, Outlook
- U.S. Person per ITAR regulations to comply with export compliance and site SSA requirements.

Preferred Qualifications

- Background and Technical knowledge in aircraft hydraulics, pneumatics and mechanical units. Experience with TurboFan engine components preferred.
- Financial modeling
- Prior experience operating daily in ERP system.

Experience Requirements

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- Bachelor's degree in 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.
- 3+ years in a commercial role for a component maintenance company or airline required; this includes working knowledge of commercial and/or military aircraft, aircraft sub-systems, and sub-system components.

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

Location

- This is an onsite position in LaGrange, GA
- Relocation assistance offered

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