



Product and Proposal Manager

The Role

The role of Product and Proposal Manager CMRO is pivotal for the Component Maintenance activities within Fokker Techniek. As such, you will be defining the strategic roadmap and identify new capabilities, technologies and repair procedures for specific CMRO shops, as well as optimize the existing capability portfolio. You will focus on the set up of commercially attractive and feasible proposals to bring in work for a specific CMRO capability, and monitor the existing programs on financial and operational performance against set targets.

You will have the opportunity to work with an experienced team of fellow product and proposal managers, supported by a team of supporting Process Engineers and Logistic specialists. Eventually, you will be responsible for the planning and execution of the CMRO technology roadmap and providing guidance to the CMRO organisation accordingly. In addition, the Product and Proposal Manager will liaise closely with the Sales & Procurement department in order to work on proposals, Sales campaigns and cost saving opportunities.

The Product and Proposal Manager will report to the Head of Programs within Material Services, and will liaise with fellow Product and Proposal Managers as well as the CMRO Shop Managers in order to achieve goals and objectives. Close collaboration with the Capability Development Lead, Process Engineers and Logistic specialists is required for the improvement and further development of existing and new capabilities. You will communicate with the Customer Support Representatives on a structural basis to ensure the contractual agreements with the customers are followed and result in meeting the financial and operational targets.

Key Responsibilities

- Responsible for defining the development agenda for new CMRO capabilities and repair technologies;
- Responsible for managing continuous improvement on the existing capability portfolio by means of lean principles;
- Identify or support sales campaigns in conjunction with the Sales department in order to expand the volume and revenue of CMRO capabilities;
- Respond to customer RFQ's and tenders by defining product and service proposals;
- Responsible for setting up the business case for new programs and tenders, alignment with Operations and Finance on the key elements.
- Responsible for maintaining the existing capability portfolio from a commercial perspective; monitor the current capability and program performance on financial and on time delivery targets;
- Responsible for coordinating and leading structural Program Review meetings with key stakeholders on KPI's, program opportunities and risks;
- Initiate cost saving opportunities in conjunction with all relevant stakeholders in order to enhance the competitiveness of CMRO capabilities;
- Perform technical data analyses on existing CMRO portfolio and set-up measurements to improve business intelligence on a product level;



- Keep track of future prospects in volume of work, align with the shops to arrange capacity and also with Logistic specialists for stocklevels of materials and take part in yearly forecast and planning sessions.

Experience & Qualifications

Essential:

- Demonstrated entrepreneurial skillset and experience in driving Sales opportunities;
- Demonstrated ability to clearly communicate (product) strategy and technical principles to support departments;
- A demonstrated understanding of MRO processes and technologies;
- A demonstrated ability to identify improvements, applying lean principles and driving continuous improvement;
- Demonstrated commercial savviness and understanding of operational excellence;
- Demonstrated ability in solving complex problems and showing a can-do attitude;
- Demonstrated ability to work in a complex Regulatory environment;
- Demonstrated excellent analytical and data analysis skills;
- Demonstrated Project Management skills,
- A demonstrated excellent proficiency in relevant software skills: MS Excel or Microsoft Power BI and Microsoft Access;
- Fluent in Dutch and English

Desirable:

- (HBO) BSc or MSc degree, or equivalent, in a technical discipline;
- Experience in Program management or qualification related to a Program Management related discipline.

What we offer:

Working at Fokker Services Group gives you the opportunity to work in a dynamic and entrepreneurial environment, with innovative thinking and cooperation with a no-nonsense culture as the core. You will be guided by professional and dedicated colleagues, which will give you the knowledge and experience to further boost your career.

We also offer you:

- A competitive salary matching your knowledge and experience;
- 27 holiday days and 13 ADV leave days per year (when working fulltime, 40 hours);
- A challenging international working environment;
- Professional and personal growth opportunities and a lot of autonomy.
- Company laptop and phone;
- An insider's look into the innovative world of aviation;
- A lot of room for professional and personal growth;
- Fun colleagues (trust us, we're not biased).



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 or check out our LinkedIn page for more information.