



JOB DESCRIPTION

Job Title: Director of Engine Trading
Departments: Trading
Reports To: VP of Trading

Summary – The Director of Engine trading will have responsibility for all whole engine trading and direct all trading and marketing functions for the Group. The primary task of the Director of Trading will be to devise and implement a sales strategy to achieve the engine trading plan as well as identify inventory investment opportunities.

Essential Duties and Responsibilities:

- Direct the development of trading and marketing relationships. Foster arrangements with customers and vendors that further the objective of becoming a world-wide recognized engine trading company.
- Build infrastructure and necessary processes to support engine trading activities of all older assets (CFM56-3 -5A -7B, PW2000, PW4000 and V2500-A5) whenever available. On these assets it needs to become an exchange first mentality.
- Have global sales responsibility for all engine trading which includes directing shared marketing resources throughout the world.
- Identify market trends while coordinating with global marketing resources to anticipate new areas of opportunities.
- Develop processes and procedures for sourcing, analyzing, structuring, and closing inventory acquisition opportunities.
- Direct and coordinate any due diligence of transactions, including financial modeling.
- Work with legal department to prepare/direct/negotiate purchase Agreements, partnership agreements and legal documentation required to close on a transaction.
- Travel is required.
- All other duties as assigned.

CORE COMPETENCIES:

- Communication
- Leadership
- Decisive
- Self-motivation
- Self-starter
- Personable
- Organization

EDUCATION and/or EXPERIENCE

Bachelor's degree (B.A.) from a four year college or university; or a minimum of four years related experience and/or training; or equivalent combination of educations and experience. 6-8 years of trading experience required. Commercial Aviation experience and passion for the industry is a must. Solid communication and organizational skills required.

WORK ENVIRONMENT:

The environment characteristic for this position is an office setting. Candidates should be able to adapt to a traditional business environment.