



## Job Description

**Job Title:** Product Line Manager  
**Department:** Engine Materials Group  
**Classification:** Salary/ Exempt

### SUMMARY

The Engine Product Line Manager will have overall responsibility and accountability for organizing and directing the sales and procurement activities for the product line while meeting financial targets and profitably growing the overall business.

### ESSENTIAL DUTIES AND RESPONSIBILITIES

- Maximize revenue and margin objectives for the product line.
- Generate and evaluate airline and MRO end-user customer inquiries; formulate strategy and direct proposal efforts to sell the product.
- Direct the development of trading and marketing relationships for the product line. Foster arrangements with customers and vendors that further the objective of becoming a world-wide recognized distributor of commercial aircraft engine components.
- Expand existing traditional business into new areas of supply-chain and inventory management opportunities.
- Identify and pursue purchasing opportunities in the marketplace.
- Identify market trends while coordinating with sales group to anticipate new areas of opportunities.
- Ensure that proper inventory levels and annual inventory turnover goals are achieved.
- Direct and coordinate underwriting and 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 (domestic and international) at least 33% of time.

## **EDUCATION and/or EXPERIENCE**

- Must have Bachelor's degree (B.A.) from four-year accredited college or university; or a minimum of four years related experience and/or training; or equivalent combination of education and experience.
- Minimum of 5 years of sales, purchasing or product management experience with 3 to 5 years of Engine experience engine; emphasis in the international aviation environment related to commercial aircraft, engines and components.

## **REQUIRMENTS**

- Strong customer service orientation
- Excellent communication skills
- Ability to network across the company effectively and maintain good working relationship with all departments and employees
- Self motivated, strong planning, organizational and time management skills
- Proven negotiation skills
- Must be target- oriented

## **PHYSICAL DEMANDS**

While performing the duties of this position, the employee is regularly required to stand, walk and bend. Manual dexterity is necessary to handle computer.

## **WORK ENVIRONMENT**

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

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Employee Signature/Date

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Manager Signature/Date