



## **JOB DESCRIPTION**

**Title:** Product Line Manager (Government)  
**Department:** AeroTurbine Defense Solutions  
**Reports to:** Director, Government Business Development  
**Classification:** Salary/Exempt

**Summary:** The Product Line Manager (Government) will have overall responsibility and accountability for organizing and directing the sales and procurement activities for the Government product line while meeting financial targets and profitably growing the overall business.

**Essential Duties and Responsibilities:** include the following. Other duties may be assigned to meet business needs.

- Maximize revenue and margin objectives for the Government product line, with an emphasis on military aviation.
- Generate and evaluate military depot and end-user customer inquiries; formulate strategy and direct proposal efforts to sell the product.
- Manage the development of trading and marketing relationships for the Government product line. Foster arrangements with customers and vendors that further the objective of becoming a world-wide recognized distributor of military derivative aircraft components.
- Penetrate 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.
- Manage 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.
- This is a leadership position – Includes supervision and development of sales/broker associates.
- Travel is required (domestic and international).
- All other duties as assigned.

### **Education and/or Experience:**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skills, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Bachelor's degree (B.A.) from four-year accredited college or university; or a minimum of five years related experience and training; or equivalent combination of education and experience.
- Minimum of 5 years of government sales, purchase or project management experience. Experience with military aviation component sales is essential.
  - Experience with military/commercial derivative aircraft a PLUS



- Knowledge of Government product line airframe and engine components with emphasis in the military aviation environment.
- Superior communication and organizational skills required.
- 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.

**Certificates, Licenses, Registrations**

None required for this position

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Employee Name

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Manager Name

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Employee Signature/Date

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Manager Signature/Date