

Job Posting

Job Title: Business Unit Manager (BUM)

Department: Aerospace Products and Valves Business Unit

Responsible to: President

Responsible for: The Aerospace Products and Valves Business Unit Team

Job Summary

The Business Unit Manager is responsible for the profitability of the Aerospace Products and Valves Business Unit within AAE. This will include the formulating and enacting a growth strategy in conjunction with the President of AAE. The BUM will be required to manage the business unit in line with the company's ethics and policies ensuring people are trained and developed. In order to ensure business success, the BUM will also be required to maintain superb cooperation with the company departments not under their direct control.

Key Responsibilities

- Leadership and management of the Aerospace Products and Valves business and staff, including the communication of policy, objectives, and company values
- Support other Business Units/areas in the overall best interests of the Company
- Sales, growth and profitability of the Aerospace Products and Valves business in accordance with agreed budgets
- Identifying resource, staffing and staff training requirements
- Staff development, and disciplinary measures (with HR support)
- Successfully discharge Purchase Orders/Business Unit Contracts, to ensure technical and cost requirements are met
- Actively contribute to company planning, including financial budgeting
- Identifying and supporting new product/market/acquisition opportunities
- To operate effectively and in accordance with an open and collaborative work ethic, that supports the company's overall business strategy
- To effectively lead and manage the direct reports to the role, ensuring development, welfare, behaviours and performance are measured and responded to proactively, professionally and accordingly.

General Tasks

- Development of the Aerospace Products and Valves Unit growth, strategy and objectives, consistent with the Company's broader aims
- Comply with the requirements of company procedures
- Provide Reports and Forecast information as required
- Preparation for and participation in senior management level meetings, including attendance at board meetings as and when required
- Travel world-wide, in pursuit of objectives, opportunities and general requirements as required
- Explore opportunities for increasing efficiency, reducing costs, utilizing new technologies
- Indirect leadership for other areas of the company

- Undertake other tasks as identified by the business, which are generally in line with the interests and overall development of the Company as a whole.

Knowledge Requirements

- Solid understanding of business principals, including costs, margins, earning rates etc.
- Solid understanding of commercial and contractual terms and conditions, in particular the mitigation of commercial risk
- Product design process knowledge
- Negotiation skills – An ability to negotiate commercial risks to the lowest achievable level
- An understanding and ability to undertake Project Management
- Technical knowledge of company products and the ability to understand customers technical requirements, identify and offer solutions
- Ability to identify and establish strategic relationships/partnerships

Qualifications

- 5-8 years of Sales work experience required as a Sales Engineer
- Technical Sales experience in Aerospace and/or Marine industry is a definite asset
- 2-3 years of people management experience required
- Leadership, team building and management skills
- MBA or University degree in Business an asset or equivalent business work experience required
- Green Belt is an asset
- Self-motivated and driven, confident to act autonomously
- Flexible to change and adaptable
- Good presentation and communication Skills
- Ability to influence, persuade & negotiate
- Problem solving
- Excellent time keeping skills
- Ability to work to under pressure and to deadlines
- Excellent organizational skills

This job posting may be reviewed and amended further to the requirements of the role, the team or the business in general.

Contact:

If you meet the qualifications for this position, please send a cover letter and your resume to jobs@aaeltd.com or by fax to 905-791-1263. Thank you for your interest in Aircraft Appliances and Equipment Ltd.

Aircraft Appliances and Equipment Ltd. is committed to providing an accessible work environment. Upon request during the recruitment process, Aircraft Appliances will accommodate applicants with disabilities.