

# Greenwich AeroGroup

## JOB POSTING

Job Title: MRO Avionics Product Manager      Date Opened: 2/17/10  
Reports to: VP Sales & Marketing      Closing Date: Open

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### **Job Summary:**

Responsible for the Greenwich AeroGroup MRO avionics portfolio & its performance. Plans and leads Greenwich AeroGroup MRO avionics strategies in order to achieve sales and profitability growth objectives. Directly assists MRO sales staff to quote and sell avionics products.

### **Job Requirements:**

- Prefer business, aeronautical or marketing degree
- Ten years of experience in engineering, planning and/or performing avionics installations.
- Five years of experience costing/pricing and negotiating/selling MRO services.
- Fluent with product planning/management concepts and processes. Able to quantify and complete risk/benefit analysis and make sound business decisions.
- Adept with market/sales segmentation, statistics and analysis.
- Familiar with avionics installation and aircraft operation relevant FAA Federal Aviation Regulations (i.e. FAR part 23, 25, 91, 121, 135, and 145)
- Basic understanding of business financials and budgeting.
- A&P certificate or FCC license preferred.
- Computer proficient – including Word, PowerPoint, Excel, Access, Project and CRM software.
- Result-oriented, self-starter; ability to lead product team, portfolio and related processes of the company(s).
- Exceptional organizational skills and detail-oriented. Able to manage multiple projects and set priorities in a high pace work environment.
- Excellent written, oral and interpersonal communication skills.
- Available to travel and work occasional nights and weekends.

**Instructions:** Express interest by applying online at [www.greenwichaerogroup.com](http://www.greenwichaerogroup.com), emailing resume with cover letter to [hr@westair.com](mailto:hr@westair.com), or hard copy to 4300 S. Kennedy St., Boise, ID 83705, Attn: Human Resources.