



Manager Aircraft Acquisition & Marketing

(male/female)

GOAL is a globally active aircraft lessor in commercial aircraft leasing, providing aircraft leasing, aircraft financing and asset management services to our aircraft investors. For nearly 20 years GOAL together with its shareholders KGAL and Lufthansa has been providing creative, customized and competitive aviation finance solutions to airlines worldwide.

GOAL's aircraft portfolio contains about 60 aircraft with a value of more than USD 1.4 billion. Our fleet features a full range of popular regional, narrow body and wide body aircraft from airline customers ranging from regional operators, low cost airlines to international flag carriers. For further information about GOAL please visit www.goal-leasing.de.

We are looking for a motivated candidate (male/female) to complement our team in Gruenwald (near Munich) with a starting date September/October 2017.

Job Description

- Remarketing of used aircraft/engines out of the GOAL/KGAL portfolio
- Preparation and negotiation of term sheets, purchase, sale and leasing contracts of new and used aircraft/engines
- Lead project teams to execute sale, purchase, lease contracts and manage part-out projects
- Acquisition support for aircraft transactions for GOAL investments and KGAL funds
- Market analysis for new and used aircraft/engines
- Acquisition of aircraft trading and remarketing mandates
- Manage GOAL's brand marketing activities (sponsoring, internet, press releases, etc.)
- Provide support to the transaction, asset and portfolio management team within KGAL

Candidate Profile:

- Minimum of three years' experience in commercial aviation (in technical or commercial role, aircraft leasing background is preferred)
- Bachelor or Master's degree or comparable education
- Fluent in German and English language (company language is German)
- Strong communication skills, both written and oral to develop strong customer relationships
- Ability to work under pressure to meet tight deadlines, manage multiple high-priority projects
- Flexible team player with ability to intercontinental travel
- Highly self-motivated and driven to succeed

We offer:

- Growing field of business in an international environment
- Performance based salary and social security benefits
- Interesting job profile with increasing responsibility
- Attractive work environment
- Flexible working hours

We look forward to your application (in English or German language) including possible starting date and salary expectation:

GOAL German Operating Aircraft Leasing GmbH & Co. KG (GOAL)

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