



Rocky Mountain Aircraft

Operations Vice President – goods production, utilities, transportation and construction NOC 00015

Rocky Mountain Aircraft LP

Location: Calgary, Alberta

Business Address: 129 MacLaurin Drive, Calgary, AB T3Z 3S4

Salary: CAD \$68.50 - \$70.00 per hour (To be negotiated)

Hours to be worked per week: 40 hours per week

Benefits:

Dental plan
Disability benefits
Health care plan
Paramedical services coverage
Vision care benefits

Vacancy: 1 vacancy

Education Requirements: Master's Degree – Business administration and management

Language Requirements: English

Experience: Minimum of 15 years of experience in commercial roles within the Aviation or MRO Industry

Terms of Employment: Permanent, full time

Start date: As soon as possible

Employment Conditions: In-office position. There is no option to work remotely.

Work Settings:

- Business Services
- Transportation, communication and utilities
- Aircraft Manufacturing
- Commercial Aviation

Transportation/ Travel information: No transportation is available



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Experience and Specialization:

Computer and technology knowledge

- MS Windows
- MS PowerPoint
- MS Excel
- MS Outlook
- MS Word
- MS Access

Areas of work experience

- Product Development
- Strategic Planning
- Marketing
- Management and Supervision

Area of specialization

- Market research
- Project management
- Process improvement
- Strategy
- Communications

Personal Suitability:

- Accurate
- Efficient interpersonal skills
- Excellent oral communication
- Excellent written communication
- Interpersonal awareness
- Team player
- Time management
- Leadership
- Flexibility
- Organized
- Ability to multitask
- Client focus

Additional information:

Security and safety:

- Criminal record check
- Reference required



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Work conditions and physical capabilities:

- Fast paced environment
- Work under pressure
- Tight deadlines
- Strategic Thinking
- Commercial Acumen
- Leadership & Team Development
- Customer Focus
- Negotiation & Influence
- Cross-functional Collaboration
- Results Orientation

JOB DUTIES:

MRO Commercial Strategy & Execution

- Develop and implement commercial strategies aligned with the company's business goals.
- Develop and implement procurement strategies for the organization.
- Lead pricing strategy and structure proposals for customer maintenance contracts, component repairs, and overhaul services.
- Conduct market analysis to identify trends, customer needs, and opportunities for growth.

Aircraft Leasing Commercial Strategy & Execution

- Oversee the acquisition and preparations of aircraft for the leasing fleet including market research, negotiations and purchasing.
- Lead negotiations for aircraft leasing to customers including contracts, insurance and renewals.
- Maintain leasing fleet efficiencies including engine & propeller supply, customer satisfaction and support.

Contract Management & Negotiation

- Prepare, review, and negotiate customer contracts, service level agreements (SLAs), and work packages.
- Ensure compliance with legal, regulatory, and internal requirements in all commercial agreements.
- Monitor contract performance and resolve commercial disputes or issues.

Customer Relationship Management

- Serve as the primary commercial point of contact for key clients and strategic partners.
- Manage customer expectations through effective communication, issue resolution, and proactive engagement.
- Collaborate with customer support and production teams to ensure high service satisfaction.



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Financial & Business Planning

- Forecast revenue and margin performance based on current contracts and pipeline.
- Prepare and present commercial performance reports to senior leadership.
- Identify and implement cost-saving or revenue-enhancing initiatives.

Team Leadership & Cross-functional Coordination

- Lead and mentor the commercial operations team, ensuring alignment with company objectives.
- Coordinate closely with production, planning, engineering, procurement, and quality departments.
- Promote a culture of continuous improvement and customer focus.

Sales & Business Development Support

- Support the sales team in business development efforts, proposals, and bid submissions.
- Attend industry conferences, trade shows, and customer meetings to represent the organization.
- Provide input into product and service development based on market needs.

ADDITIONAL INFORMATION:

Compensation: Please note that the wage will be subject to the prevailing wage in AB for NOC 00015 at the time of hiring.

HOW TO APPLY: Submit applications using our “Join our team” button located on our website

Here is what you must include in your application:

- Proof of the requested certifications
- References attesting experience
- Highest level of education
- Cover letter

This job posting includes screening questions. Please answer the following questions when applying:

- Are you available for the advertised start date?
- Are you currently legally able to work in Canada?
- Do you have previous experience in this field of employment?
- Are you willing to relocate for this position?

Who can apply for this job:

- a Canadian citizen
- a permanent resident of Canada
- a temporary resident of Canada with a valid work permit