



**AERO
NORWAY**
Quality Engines

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Commercial Contract Specialist

Aero Norway AS, based in Sola, next to Stavanger in Norway, is an engine MRO facility focusing on repair and maintenance services for CFM56-3, CFM56-5B and 7B engines.

200 plus highly skilled employees, a worldwide customer base, 100 plus annual shop visits, USD 205 Million Annual turnover, 30 plus years' experience, over 1.500 CFM56 shop visits, future LEAP engine capabilities planned, extended in house repair capabilities, and an on time delivery record in 2019 are the relevant characteristics of Aero Norway. In order to pursue further growth of our company, we are hiring a Commercial Contract Specialist.

Summary of role

The commercial contract specialist is responsible for designing, coordinating and writing proposals and contracts that meets Aero Norway and its client's requirements, both, customers and suppliers and supports the Contract Manager. This includes also the follow up of contractual obligations and financial escalations of contracts.

The commercial contract specialist works in close coordination and cooperation with the sales and bid team. Prime goal is to write winning commercial proposals and long-term contracts benefiting Aero Norway. This also applies to contracts between Aero Norway and its suppliers. The commercial contract specialist reports to the Global Director Sales and Marketing.

The commercial contract specialist also supports the Global Director Sales and Marketing in sales & marketing activities including market analysis and business development activities, both product and market.

Qualifications

- Legal, commercial & aviation related technical background, bachelor's degree.
- Should have related job experience and a thorough knowledge of sales principles and legal requirements of contract management.
- Fluent English language skills; verbal, reading and writing. Any other European languages are an advantage.

Abilities

- Analytical approach to legal documents
- Legal, commercial and financial understanding
- External & internal customer focus
- Willing and able to work in a dynamic environment
- Drive for commercial results
- Interest in developing new business

We offer:

- The opportunity to learn and develop your career in an exciting industry.
- You will feel fully involved in the day to day commercial operations of the business and will be able to influence the continued success and growth of a rapidly growing organization.
- Whilst we all work very hard, we have a culture that's relaxed and down-to-earth, positive, and professional.
- A proactive approach to constantly improving processes to ensure a rewarding working day and a good work life balance.

Questions regarding the position may be directed to:

Ramon Peters, Global Sales & Marketing Director, +4791650250,
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You can submit your application and CV to:

<https://www.jobbdirekte.no/aeronorway/2564452/index.html>