**POSITION: VP Of FBO’s Operations**

**LOCATION**: El Paso, TX

**JOB DESCRIPTION:**

VP of FBO’s Operations oversees all operating aspects of three existing FBO locations El Paso, TX, Santa Teresa, NM and Las Cruces, NM and with possible future locations.

**RESPONSIBILITIES:**

* Oversight of FBO line operations with the aid of on-site General Managers or Line Supervisors.
* Oversight of fuel and service pricing strategies
* Negotiation of fuel sales contracts
* Negotiation of aviation service and hanger contracts
* Negotiation of fuel purchase contracts
* Oversight of charter pricing strategies
* Negotiation of charter agreements
* Oversight of advertising, PR and marketing programs to grow sales and improve margins
* Oversight of safety programs
* Oversight of FAA, OSHA and other compliance programs
* Represent FBOs at Airport Boards and with other governmental bodies
* P&L responsibility for each FBO and each line of business
* Overall margin and profitability responsibility
* Operating policy development and monitoring
* Strategic business planning and annual budget preparation with ongoing variance monitoring
* Assist senior management with growing the business, including evaluation of possible acquisitions
* Capital expenditure analysis and planning and execution
* Staff management, leadership, training and development to include scheduling, hiring and firing

**KNOWEDGE AND SKILLS AND CORE COMPETENCIES:**

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| * Aviation industry and operations * Charter industry and operations * Business Acumen * Leadership and staff development skills * Basic finance & analysis | * Safety training and risk management * Well organized * Advanced communication skills * Superior Customer service * Sales and marketing skills |
| * Entrepreneurship * Change Leadership * Negotiation and Influence * Operational decision making | * Customer Orientation * Driving for Results * Managing and Measuring work * Interpersonal skills and ability to positively relate and communicate to/with customers and employees |

**EDUCATION AND EXPERIENCE RERQUIREMENT:**

* Degreed professional, MBA or other graduate degrees in related field preferred, with a proven track record for sales development and business control management.
* Aviation FBO management experience, minimum of 10 yrs.