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# Example of Manager, Aviation Job Description

Our company is hiring for a manager, aviation. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for manager, aviation

* Managing aviation planning projects
* Developing solutions to policy and physical planning problems at general aviation and commercial service airports
* Manage the sales of pressure product line in North China region including pressure sensors, calibrators, controller and ADTS Grow the business sustainably to achieve the target of company
* Manage the key aviation accounts in the region
* Follow projects independently, manage the whole process of a project including inquiry, quotation, negotiation, contract
* Develop and manage the distributors in the regions including business plan, pipeline management, conflict management and technical support
* Coordinate the overall bid submission process
* Bid financial element fully detailed and agreed
* Coordinate the formatting of the document with the submission team
* Collate feedback from bid reviews and distribute to authors

## Qualifications for manager, aviation

* Previous sales, business or management experience coupled with knowledge of or regional airport market experience
* Maintain and develop creative solutions for existing clients, developing client-business relationships pursue new clientele opportunities
* Experience with asphalt and concrete pavements is required
* Needs to have a thorough knowledge and understanding of FAA Advisory Circulars
* Must have an ability to utilize computer systems as a tool to effectively manage projects
* Must keep current in the civil engineering specialty through continuing education