

Pratt & Whitney Canada

Global Partnerships Manager

Request Number: MKT-005370-001

Location: Longueuil

Sector: Marketing

General Responsibilities of the Function

Founded in 1928, and a global leader in aerospace, Pratt & Whitney Canada is shaping the future of business aviation with dependable, high-technology engines. Every second, a Pratt & Whitney Canada-powered aircraft takes off or lands somewhere in the world. Pratt & Whitney Canada's engines, with more than 500 million hours in the air, are the industry benchmark for innovative design, dispatch reliability, operating economics and easy maintenance. Pratt & Whitney Canada is firmly committed to ensuring that its products are designed, produced and operated while minimizing environmental impacts throughout their life cycle.

There are currently more than 47,000 engines in service on over 27,000 aircraft operated by some 10,000 operators in 198 countries. The most extensive support network in the industry, which includes more than 30 company-owned and designated service facilities, supports this global fleet.

Specific Responsibilities of the Position

- RRSP (risk and revenue sharing partners) Strategy Development and Selection: Develop overall RRSP strategies on new programs. Analyze new program business requirements in conjunction with overall sourcing strategies, and lead the RRSP advanced identification, evaluation, selection and business award for assigned engine modules for each new program.
- Lead cross functional teams in preparing analysis and recommendations for proposed transaction in close coordination with VP, Strategic Planning & Business Development and Program Directors.
- Develop and present business cases in effective and logical fashion to senior corporate leadership, providing financial and strategic rationale for the proposed transaction.
- Manage deal execution process including team formation, diligence, virtual data room preparation, and legal document preparation.
- Contract Negotiation: Support negotiations as required for complex contractual requirements in support of overall program needs which meet/exceed objectives for quality, cost, delivery, lead-time and service.
- Program Management: Must be capable of applying and leveraging program management skills and support tools to meet all customer, program, and project milestones. Provides stakeholders and leadership timely updates on new product partnership program milestones and recovery actions where needed.
- Schedule Coordination: Work with cross-functional stakeholders and RRSP to ensure schedules and commitments are met and that the Partnership Office is meeting all program milestones.
- Change Agent: Effectively integrate Partnership strategies into Strategic Sourcing, and implement process improvements including Partnership manager talent skills assessment/upgrade.

Minimum Qualifications Required

- Bachelor's degree in business or technical discipline.
- 10 years of experience in an aerospace commercial role.
- Field of Studies: Business Management - Finance

Additional Requirements

- MBA/advanced technical degree highly desired
- Aerospace industry and/or experience working in large, complex multi-national firms.
- Demonstrated leadership skills
- Excellent communication skills, both oral and written.
- Ability to deal with all levels of personnel, both internally and externally (including in some cases with foreign Government Relations)
- Ability to drive and execute initiatives
- Ability to create and champion a strategic vision
- Ability to develop and maintain effective relationships (external/internal)
- Outstanding analytical skills to closely monitor global trends and execute effective risk mitigation strategies to offset P&L impact.
- Advanced level expertise with Microsoft Office Suite (Excel, PowerPoint, Word.)
- Fluency in languages is highly desired.
- Ability to travel (up to 25%) to foreign and US domestic locations.

- Demonstrated ability to utilize continuous improvement and/or lean tools to lead change initiatives resulting in process improvements for excellence in operational performance

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