

Position Description:
Director – Asset Valuations, Aviation
mba HQ

Status:	Full Time, Employee
Job Location:	Arlington, VA, USA
Start Date:	Summer/Fall 2020
Salary:	Commensurate on skill-base
Travel:	Some travel required - up to 10%

Company Overview: Morten Beyer & Agnew (mba Aviation), established in 1992, is an international aviation consulting firm specializing in the valuation and analysis of commercial jet transport aircraft. mba Aviation provides assistance to Investment Banks, aircraft owners, operators, investors, lessors and governments. mba Aviation supplies current and future values, and residual value forecasts as they pertain to the purchasing, leveraging, securitizing, sale and leasing of aircraft, engines and aircraft related parts and inventory. mba Aviation also specializes in the on-site inspection of aircraft and technical analysis as it relates to valuation and transactional information. mba Aviation's general consulting includes economic research, asset/corporate marketing, governmental contracting, airline start-up assistance, due diligence, financial/operational benchmarking, corporate strategy, market planning and expert witness/testimony. More information can be found at www.mba.aero.

Education Required: Bachelor's degree required, preferably an aviation related discipline in math, finance, economics, or business.

Years of Relevant Experience: Minimum of five years' work experience with four years of technical or finance experience in commercial aviation is required. A strong interest in the commercial aviation industry is also required. ASA or ISTAT Certification is preferred. Other aviation credentials, asset valuation or appraisal experience is a plus.

Required Skills: Candidate must possess strong organization skills and have the ability to manage a team, perform market research analysis, and clearly present ideas and analysis. Candidate must be a self-starter and willing to work with teams and clients located in various time zones. Candidate must be comfortable with MS EXCEL/MS Powerpoint and must be proficient to a high degree with mathematical and analytical skills. Position will require extensive formula building, graphing, and analysis. Qualified applicants will be required to demonstrate an intermediate level skill in MS Excel. Candidate must possess strong oral and written skills, ability to take direction, self-motivation, thorough commitment to deadlines/position, job flexibility and should be detail oriented.

Responsibilities: The Director of Asset Valuations will work directly for the Vice President of Asset Valuations and assist in leading a team in data collection, market analysis, and valuation of various aviation related assets, including but not limited to commercial and freight aircraft, engines, helicopters, spare parts, and business jet aircraft, in addition to other related tasks, as assigned. The candidate will be expected to engage with clients and investors on a regular basis and provide insight on the current aviation market and mba Aviation's valuation methodology. The candidate will be required to work towards an industry appraiser certification and/or an advanced appraiser certification.

Job Duties include, but are not limited to:

- Manage a team of analysts in a fast-paced environment;
- Perform and review asset valuations using mba Aviation's proprietary valuation model and prepare detailed client reports in a timely manner;
- Gather and analyze market intelligence and transaction data points to be used in quarterly valuation updates;
- Review lease documents and glean necessary data to perform cash flow analysis of aircraft;
- Extract maintenance information from technical reports and data sheets to determine the maintenance adjusted value of an asset;
- Prepare market reports and speak with clients/investors on specific asset types or the overall industry, detailing the fleet demographics, notable developments of the program, determine the aircraft ranking, and assess the likely value outlook for the type;
- Prepare market studies relating to aircraft, industry trends and aviation market opportunities;
- Speak on panels at industry briefings and conferences;
- Meet with clients to market and discuss mba Aviation's range of services and methodology; and
- Enroll in ISTAT and ASA appraiser programs and work towards appraiser certification if not already achieved.

Resumes may be sent to:

E-mail: mba@mba.aero (please use subject line "Director – Asset Valuations Position")

Fax: (703) 276-3201

Mail: 2101 Wilson Boulevard, Suite 1001, Arlington, Virginia 22201