

At **Positive Aviation**, we believe that aviation is a force for good for our society and our environment.

Our mission is driven by two key observations:

- Civil protection authorities can only effectively safeguard people, property, and nature when equipped with the right tools.
- The iconic “Canadair” Super Scooper, a pillar of aerial firefighting, no longer meets the reliability and availability standards required today.

Positive Aviation aims at offering them as early as 2028 an alternative – a new, modern, reliable and efficient amphibious water scooper firefighter aircraft – the FF72.

Positive Aviation is an engineering and industrial company, developing and implementing modifications on second-hand ATR 72 transforming them into amphibious water scooper firefighter aircraft – the FF72. The FF72 leverages proven technologies and combines expertise from both the aeronautical and naval industries.

From development to operations, Positive Aviation is committed to supporting the entire lifecycle of the FF72, ensuring its long-term success.

Our headquarters are located at Toulouse Blagnac Airport, inside Hangar H16, home to our industrial partners and the FF72 development team. It is also where we are assembling the FF72-X1 demonstrator, set for its first flight in 2026.

Joining Positive Aviation means being part of the creation of a European seaplane design office, and living the adventure of a new aircraft development which will enter into service in 2028. At Positive Aviation we favor team work towards pragmatic and realistic solutions and are proud to build on the rich aeronautical legacy to **protect what is dear**.

Positive Aviation – Strategic Customer Order Manager

About The Role:

As part of the Product and Operations team, you will act as the end-to-end focal point for key Positive Aviation customers throughout the lifecycle of their aircraft acquisition as well as associated strategic agreements.

You will converge technical, contractual, and delivery elements of the aircraft purchase in close coordination with Commercial, Design Office, and Operations teams. You will be a key enabler in turning customer negotiations into executable aircraft orders and strategic agreements, while maintaining a trusted partnership with the customer over time.

In detail, you will:

Customer Order Enablement

- Support the Commercial team during sales campaigns by contributing to strategic, technical and delivery aspects of the offer.
- Lead the convergence of aircraft technical specifications to ensure alignment with customer expectations and Positive Aviation capabilities.
- Ensure aircraft guaranteed performance convergence (scooping, water delivery, range, operational accessibility, etc.) making sure they are clearly defined, achievable, and contractually framed.

Customer Order Execution

- Oversee the transition from purchase agreement to operational execution, working with the Operations Team to ensure all elements are in place for production launch.
- Coordinate with the Design Office teams to integrate customer-specific requirements smoothly.
- Act as escalation focal for critical delivery or technical issues affecting the customer order.

Customer Agreements Fulfilment

- Drive the development of Customer Collaboration Agreements and Customer Delivery Agreements, integrating inputs from Positive Aviation Leadership, Commercial, Design Office, and Operations teams.
- Serve as the Positive Aviation interface for customer product-related topics, from order to delivery and beyond.
- Foster a collaborative partnership with the customer, building trust through transparency, consistency, and technical credibility.

Programme Governance

- Prepare and lead regular customer reviews, internal governance sessions, and product status updates.
- Monitor key milestones, risks, and actions.
- Ensure traceability of customer decisions, agreements, and configurations throughout the campaign and execution lifecycle.

About You:

- You have a proactive, strategic and technical mindset with a customer-oriented approach.
- You have a deep understanding of the aviation industry (ideally both Public and Private sectors).
- Ability to translate complex technical input into actionable programme items.
- Strong coordination and negotiation skills across multifunctional teams: Positive Aviation Leadership, Commercial, Technical and Operations.
- You are able to negotiate fluently in English.
- Fluency in additional languages spoken around the Mediterranean Sea is a plus, as it will enhance your ability to engage with a broader range of clients and partners.
- You have strong interpersonal and communication skills, with a proven track record of building and maintaining long-term client relationships.

- You are willing to travel around the world to meet the customers and foster a proximity relationship.
- You are autonomous, curious, and willing to get engaged in a colocated team environment.
- You are driven by passion for aviation, business development, and making a tangible impact on aerial firefighting.

If you want to live the adventure of a new aircraft development, be part of a team of passionate experts, and evolve in a pioneering and flexible environment where care and hunger for growth are celebrated, join us!

Positive Aviation is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, sex, gender, sexual orientation, age, color, religion, national origin, protected veteran status or on the basis of disability.

Feeling inspired and wanting to apply, send your CV and motivation letter to career@positive-aviation.com, we get back to you shortly.