## DA Califor BizTown

## Aviation Manufacturing Business Overview



Local manufacturing business provides quality products to all citizens and businesses.

CEO	CFO
1. Submits loan application.	1. Obtains bank loan.
2. Signs all business payroll checks.	2. Inputs employee payroll information.
3. Oversees business operations and makes business	3. Prints and distributes employee payroll checks.
decisions.	4. Makes business expense payments.
<ol> <li>4. Signs Insurance Policy and Rental Agreement.</li> <li>5. Completes the Business Improvement Plan.</li> <li>6. Prepares and gives speech at the Opening and Closing Town Meetings, if time permits.</li> </ol>	<ol> <li>Makes business expense payments.</li> <li>Makes business deposits and tracks loan payoff progress.</li> <li>Processes and approves all business customer's deposits.</li> </ol>
<ul> <li>A&amp;P TECHNICIAN</li> <li>1. Reviews engine assembly instructions.</li> <li>2. Receives incoming work orders and completes work</li></ul>	<ul> <li>MARKETING SPECIALIST</li> <li>1. Distributes supplies received from the Supply</li></ul>
as assigned. <li>3. Works with Process Engineer to identify and</li>	Center. <li>2. Works with CEO to determine product prices.</li> <li>3. Sets up Point of Sale system.</li> <li>4. Prepares sales area with product display.</li> <li>5. Greets customers, assists them with sales, and</li>
implement process improvements. <li>4. Assist Marketing Specialist with customer sales, as</li>	processes payments for sale of products. <li>6. Uses inventory loss prevention tools to limit losses.</li> <li>7. Works with CEO to reorder additional</li>
necessary.	inventory, if needed.
<ul> <li>PROCESS ENGINEER</li> <li>1. Review process challenge scenario and work with A&amp;P Technician to develop process improvements.</li> <li>2. Document and present process improvements to CEO for approval.</li> <li>3. Assist A&amp;P Technician with assembly work as needed.</li> <li>4. Deliver assembled products to customers.</li> <li>5. Assist Marketing Specialist with customer sales, as necessary.</li> </ul>	<ul> <li>SALES ASSOCIATE</li> <li>1. Reviews sales literature to become familiar with the product being sold.</li> <li>2. Visit business CEOs to sell product.</li> <li>3. Prepare billing invoices.</li> <li>4. Create work orders for successful sales.</li> <li>5. Assist Marketing Specialist with customer sales, as necessary.</li> </ul>

