

# Business Analyst, Sustainable Aviation

## Job Description

Business Analysts are responsible for **supporting the commercial team** by analyzing costs, formulating negotiations, and identifying areas for improvements. In addition, they will act as a key team member, **coordinating and managing** the implementation of initiatives with both internal and external stakeholders.

## Salary

Entry — \$67,000  
Middle — \$75,000  
Top — \$83,000

## Core Tasks

- Identify and implement cost-down and other process improvements.
- Act as a liaison/ensure strong communication between Commercial, Supply Chain, Manufacturing, and Finance.
- Work with Supply Chain and other stakeholders to assess the impacts of requested engineering, manufacturing, and process changes.

## Workplace / Environment

- Work hours**  
**Approx. 40 hours/week**  
(Overtime work is not typical.)
- Environment**  
Typical **office setting** with visits to customer sites.
- Travel**  
**Occasional visits** to assist customers nationwide.

## Education / Prerequisites

### Education Level

Bachelor's Degree in Business, Finance, Supply Chain or similar field.

### Licensing

N/A

### Pre-Job Preparation

2-4 years job experience

## Experience

### Soft Skills

- Good Communicator
- Problem-Solving
- Collaboration

### Technical Skills

- Familiarity with aerospace manufacturing
- Technical Reading of blueprints, CAD drawings, etc.
- Google G-Suite
- Project Management experience



## Career Path: George Drumheller

### About Me

Business Analyst at Beta Technologies

Bachelor's Degree in Political Science from Middlebury College

### How It Started

"I was interested in medicine and healthcare. And I worked in the marketing department for a sports science company. The marketing experience that I got from there transferred over well to an **internship at the company where I currently work** and then that turned into a full time job."

### Combining Interests

"I think that what's **really cool** is I work for an airplane manufacturer, but, aviation provides services –not just for passengers who are flying from Seattle to Boston, for example – but a wide variety of industries, and one of them is healthcare. Whether that's, search and rescue, getting somebody off of a sinking boat, or delivering organs from a hospital to a patient. I've seen that there's a really **big demand** for that and this space is also pretty **ripe for electrifying**. There are a lot of cool new use cases for electric aviation in the medical air industry. So that has certainly been a nice kind of combination of a lot of things that I've been interested in – **sustainability, healthcare, and also the technology piece.**"

### Early Experiences

"In high school, there were a few different things that kind of set me on the path toward where I am now. I was a door-to-door salesman for a painting company. And so I just walked up and down streets for hours in the evening, and would knock on doors and try and sell painting services to my neighbors all around the city. And then I ran a DJ company with some friends – we would DJ high school and middle school dances in Seattle. And that was another **unique experience** because we did everything from booking the rental equipment to actually going in and putting on the show."

# About My Job

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"The industry appeals to people that are really enthusiastic and driven and smart. So I work with a pretty interesting team."

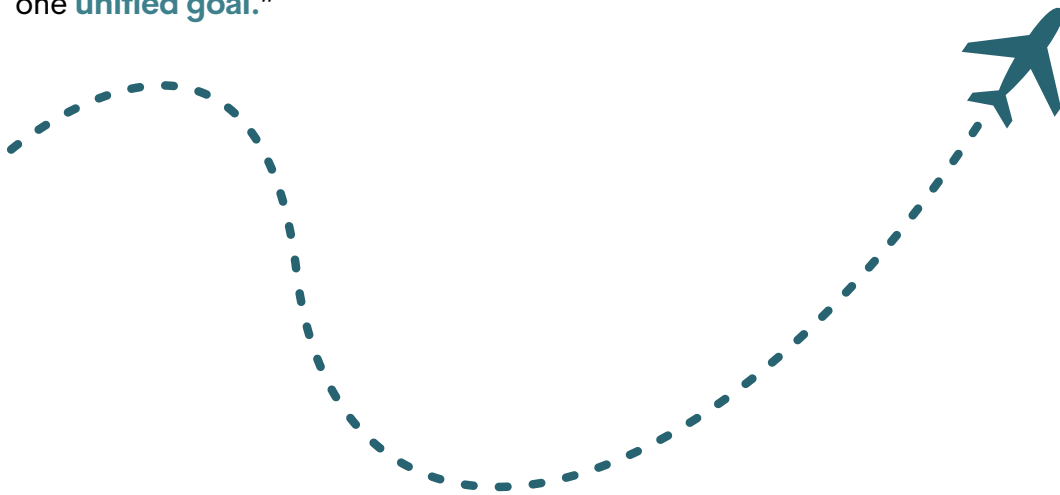
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## Pros

- "There are tons of pros. I mean, the people are **inspiring and smart**. And I really do learn something new every single day, the mission is meaningful."
- "The experience is pretty incredible – I get to work with a bunch of different folks and a bunch of different departments and I get to see this big machine working toward one **unified goal**."

## Cons

- "The electric industry, in some ways, has a bit of an **uphill battle**. Just because the technology that's being brought to the market is so new... it really is a group project and a big team effort."



## About the Team

"I work on the commercial team, also called the business development team. We are the interface between the engineers and the customers. We work with people at companies like United Therapeutics and UPS, and we are answering questions for them, for ourselves, and for the industry about how to integrate these aircraft into networks."

## Skills

- "Having autonomy, an entrepreneurial spirit, and having hands-on experiences in environments where I had to do a lot of the decision-making really set me up for success."
- "I think that there's just tons of opportunity for people that like doing, whether it's engineering, mechanical work, or, you know, sustainability and business. It's, it kind of is... **the future.**"

## Education/Experience

- "Beta has a pretty robust college internship program. And like I said, it allows students to participate in paid **hands-on opportunities** that are relevant to whatever they're doing."
- "The industry, as a whole, is **growing pretty rapidly**. I know that our company alone expects to hire a couple hundred professionals in the next year or two."
- "There are apprenticeship programs and associate's degrees that can get you in positions like **assembly manufacturing** and other stuff like that."

## The Future of **Electric Aviation**

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"The industry, as a whole, is growing pretty rapidly."

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"This industry opens a lot of doors for transportation to kind of be changed in ways that we haven't seen before. I know that our company alone expects to hire a couple hundred professionals in the next year or two. And I'm sure within my lifetime, I'll probably step foot on an **electric aircraft** that, is flying me from Burlington to New York or something like that. It's cool, because it's a **real tangible goal**, and it's something that will actually impact the daily lives of people around the world."

# About Sustainability Ambassadors

We are here to **RAPIDLY ADVANCE A SUSTAINABLE FUTURE**. Empowering **YOUTH** to catalyze community sustainability, **TEACHERS** to integrate rigor with relevance for real-world impact, **COMMUNITY** to drive collective impact.

We support a year-round training program for over 60 highly motivated middle and high school youth, a Teacher Fellows Program, City-County CAP internships, and college-level interns, and work with hundreds of educators to design new models of problem-based, place-based learning around **a shared vision of educating for sustainability**.

## Your Green Jobs Future

**Ready** to explore your future in green jobs? Use [Map your Career](#) to map your trajectory!

**Find** career opportunities near you now! Use [Career Connect - Washington's](#) tool to find programs to build your career skills.

**Interested** in a future in solar? Take a look at the [Solar Jobs Census](#) to track solar job growth nationwide.

**Explore** [RVC's opportunities](#) to work with organizations led by communities of color.

**Dive** into the [Center of Excellence for Clean Energy's](#) robust career tools in the sustainable energy sector.

**Grow** your professional sustainability skillset with the [Seattle Youth Good Program](#).

**See** Seattle's [Clean Energy Resources Map](#) to examine what the city is planning for a greener energy future.

**Check out** the [U.S. Green Building Council](#) to explore the sector's current opportunities. :

## Funder Acknowledgement



**King County**

Department of Natural Resources and Parks  
**Wastewater Treatment Division**

