

## **JOB DESCRIPTION**

**Title:** Director of Sales  
**Reports to:** Vice President Global Sales & Marketing  
**Classification:** Salary/Exempt

**Summary** – Manage Sales Staff in North & South America. Develop Airframe and Engine Material Sales, Engine leasing, trading and selling programmable business of the following lines: DC8, DC9, MD80, A310, A320, B737-300/500, B767 and B757  
Engines: JT8D, CFM, CF6 all, PW4000 all, and V2500

**Essential Duties and Responsibilities** include the following. Other duties may be assigned to meet business needs.

- Assist Vice President in developing sales strategy, sales objectives
- Prepare Sales Plan and Forecast by Region
- Prepare target strategies by customer to reach yearly targets
- Prepare management sales reports
- Manage, train, develop, and evaluate department staff
- Oversee responses to RFQ's, ILS, customers inquiries and customer quotes
- Sales price negotiations
- Develop future business opportunities by identifying potential customers
- Maintain and expand existing customer relationships for future business development
- Manage, train, develop and evaluate Department Staff. Recommend Compensation
- Represent the company at industry tradeshow
- Insure departmental representation at all Sales and Operations meetings
- Implement sales tools for customer profiles, pre-trip and trip reports.
- Track regional engine removals and shop visits
- Track regional Aircraft C & D checks

### **Qualification/Requirements:**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skills, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Must have Bachelor's degree (B.A.) or equivalent experience.
- Minimum 7 years of Material Sales experience; purchasing & component repair experience a plus
- Ability to communicate effectively across all audiences
- Ability to understand the Customer requirements as it relates to pricing inventory
- Solid planning and organizational skills required
- Proven negotiation skills
- Strong customer service orientation
- Proficient with current software packages such as Microsoft Word, Excel, Outlook, Access

### **CERTIFICATES, LICENSES, REGISTRATIONS**

None required for this position

### **WORK ENVIRONMENT**

Work is normally performed in a typical office work environment. Some travel required.