

JOB DESCRIPTION

Title: Regional Sales Manager Airframe & Engine Sales
Reports to: Director of Sales
Classification: Salary/Exempt

Summary – Account manage and develop Airframe and Engine Material Sales and Marketing of the following product lines: MD80, A310, A320, 737-300/500/700, 767, 757 along with engines CF6, CFM, CF34, V2500, PW2000, PW4000, JT8D and JT9D

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

- Assist Director in developing sales strategy, sales objectives
- Prepare sales report for Management
- Manage the Sales at each given customer
- Oversee responses to RFQ, customers inquiries, ILS, customer quotes
- Negotiate Sales price to close sales as agreed with Management
- Visit customers and potential customers build relationships and profiles.
- Maintain regular contact with customers to develop further business
- Manage pre-trip, trip and customer profile forms through SFDC.
- Represent the company at Tradeshow
- Insure Department is represented during morning meeting with other Sales Department, Operations to coordinate daily activity Assist Credit and Collection Manager in obtaining payments

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 Associate Degree in Business/Aviation or equivalent experience.
- Minimum 3 years of Material Sales experience; purchasing & component repair experience a plus
- Strong customer service orientation
- Excellent communication skills
- Ability to network across the company effectively and maintain good working relationship with all departments and employees
- Self-motivated, strong planning, organizational and time management skills
- Proven negotiation skills a plus
- Proficient with current software packages such as Microsoft Word, Excel, Outlook, Access
- Must be able to understand the Customers requirements and price inventory accordingly.

CERTIFICATES, LICENSES, REGISTRATIONS

None required for this position

WORK ENVIRONMENT

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