

SALES REPRESENTATIVE (LAKELAND, FL)

Advantage Aviation Services Inc.

Candidate must be authorized to work in the U.S.

This is a full time hire position offering a competitive salary with benefit package.

JOB TITLE	Sales representative
REPORTING TO	Senior sales manager
LOCATION	Lakeland, FL near Lakeland Linder Airport
TRAVEL	Frequent domestic travel (customer visits/tradeshows)

DESCRIPTION

Advantage Aviation Services Inc. is looking for a high-performing Sales Representative to continue our growth by meeting revenue targets and keeping the company competitive. This position will be responsible for maximizing company's sales potential from inbound/outbound leads. Initiative is expected by recommending product or service enhancements to improve customer satisfaction and sales potential throughout the USA.

JOB DUTIES

Responsible for sales and account activities for the aircraft spare part market throughout the USA. The primary goal of this position is to build a new customer base through inbound leads, develop an existing customer base and be an ambassador for the Advantage brand in the USA.

MAIN JOB TASKS RESPONSIBILITIES

- Achieve growth and hit sales targets (Revenue & Margin)
- Continue to build the customer base in the USA.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Effectively monitor sales volume and selling price, by being up to date with supply and demand, changing trends and competitors.
- Identify new business opportunities and market shifts and communicate trends to management.
- Present sales, revenue, margin, and expenses reports and realistic forecasts to management
- Maintains accurate customer contact database of potential and existing customers.
- Meet with customers to discuss their evolving needs and to assess the quality of our company's relationship and potential sales opportunities with them.
- Complete ownership of administering, tracking, and monitoring all activities involved in the pre-and post-sales order process.
- Be aware and follow the activities in the market from customers and competitors.
- Proactive handling of customer concerns, ensuring relevant departments are notified in a timely manner.

KEY SKILLS/REQUIREMENTS & QUALIFICATIONS

- University level/equivalent education, preferably degree.
- Knowledge of Aircraft spare part sales and the aviation industry.
- Familiar with the airline industry, practices, and procedures (ideally the right candidate will have previous experience in selling aircraft spare parts to airlines, MRO and brokers).
- The right candidate should have a level of competency that enables them to rely on their extensive aviation experience and judgment to accomplish goals.
- A degree of creativity and latitude is expected.
- The successful candidate will understand what motivates customers to buy and know how to tap into those needs and desires in an effective way.
- Self-disciplined, self-motivated, and highly driven.
- Highly developed problem-solving skills.
- Successful previous experience as a sales manager, consistently meeting or exceeding targets.
- Proven ability to drive and administrate the sales process from lead to close.
- Strong business sense. Additional experience within marketing is an advantage.
- Excellent ability to communicate, present and influence credibly and effectively to all levels within an organization.
- Applies strong professional work ethics and demonstrates a strong awareness of confidentiality regarding client files, correspondence, management decisions and contacts.
- Awareness of quality assurance for aircraft spares and supply chain processes.
- Excellent administration and organizational skills, ensuring all company required databases and documents are correct, up to date for all existing and prospective customers.
- Committed to owning the responsibility of continuous professional and technical learning through reading aviation literature, product information, accessible portals and seeking out other resources to maintain professional and technical expertise.
- Excellent computer literacy and expertise in working with all Microsoft applications (Excel/Word etc.).

ADDITIONAL SKILLS

- Customer Service: Cooperate with all resources to ensure on-time delivery and customer satisfaction.
- Innovate: Highlight ideas for innovation to management.
- Network: Utilize network effectively and wisely to help enable territory growth and company growth.
- Embrace change: Maintain a dynamic mindset and engage in change when requested

Principals only. Recruiters, please don't contact this job poster.

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