



## **Sales Representative**

**Location: TBD**

### **Overview**

The position is a revenue-based position with the responsibility to manage and develop profitable relationships with customers. Reports to Managing Director/President.

### **Responsibilities include:**

- Develop a strategic plan for brokering airframe and engine spares across all channels and geographical regions
- Implement the sales strategy and ensure that FY targets are met
- Identify and develop strategic sales partnerships and new sales opportunities
- Maintain consultative approach with NGA customers
- Provide timely, accurate, competitive pricing on all customer RFQs while maintaining maximum profit margin
- Control expense to meet net margin guidelines
- Maintain accurate records of all pricings/quotes, sales, and activities via company database
- Produce regular forecasts for sales and monitor progress and report against them
- Develop regular sales reporting on customers and market intelligence
- Adhere to all company policies, procedures and business ethics codes
- Interact with NGA departments as necessary
- Any other sales duties as assigned

### **Position Requirements:**

- 3+ years in aviation industry; brokering experience a plus
- Solid rolodex of customer/vendor contacts a plus
- Must be a team player
- High energy, organized self starter
- Excellent verbal, written and interpersonal skills
- Good computer skills and knowledge of Microsoft Office software
- Proficient in Component Control Quantum database is a plus
- Ability to travel, some weekend work required (conferences, AOG, etc.)

