

Détail de l'offre : Sales Business Development

Recruteur	19D1549365740
Référence	Sales Business Development
Titre de l'offre	Reporting to the Sales Director, the Sales Business Development executive will be responsible for developing and closing new sales opportunities for EAD Aerospace across the portfolio of services including STC and kits sales for Airlines, Business Aviation and Military Customers.
Description de la mission	<p>Develop EAD Aerospace sales and business opportunities across EMEA.</p> <p>Target is to increase sales in the territory by a factor 2 in a few years: propose a sales plan , develop new opportunities, survey of the competition</p> <p>Key Account Management for direct account, direct management for business development and ensure sales performances.</p> <p>Weekly and monthly reporting</p> <p>Continuous improvement of customer, distributor, agency knowledge by customer visits & exhibition and seminar.</p> <p>Support the launch of new product.</p> <p>Participation of customer product request and product customization, inform and working with Project manager</p> <p>Competitive technical and commercial analysis and business intelligence</p> <p>Survey continuously customer satisfaction</p> <p>Sales forecast</p>
	<p>Job requirements:</p> <p>Min of 2 years of experience in sales and business development of aircraft modifications/maintenance.</p> <p>Experience in customer and partner relationships, product definition and market evaluation</p> <p>Acquaintance with avionics, airlines, Business aviation and military markets</p> <p>Acquaintance with EASA Part21 J or G organization is a plus</p> <p>Experience of sales back-office processes, reporting, projections, analysis</p> <p>Management and development of Customers (Airlines, OEM, MRO, Aircraft Manufacturer)</p> <p>Management of assigned key accounts and development of new direct account over assigned territories</p> <p>Proactive follow up of the sales opportunities at all stages of the sales pipeline</p> <p>Excellent business relationship and interpersonal skills</p>
Type de contrat	Primary Facilities: Saint-Lys (Toulouse region, France). However, this role requires travels within Europe with occasional visits overseas.
Télétravail	CDI
Client	Non spécifié
Description de la société	EAD AEROSPACE
	<p>Founded in 1998, as a Retrofit specialist, EAD Aerospace, a Eclipse Company, offers innovative retrofit packages for the aviation industry and FAA and EASA certification through the supplemental type certificate (STC) process.</p> <p>Our domains of approval are AVIONICS, STRUCTURE and INTERIORS. We handle retrofit projects ranging from commercial and military aircraft or helicopters, to VIP & business jets. For Cabin, Cockpit: Avionics, Satcom, Connectivity systems modifications, we innovate to enhance the quality of our work. At EAD Aerospace we believe in providing the highest possible customization solution from conception to completion. Our locations allow for multiple certifications capabilities (FAA, EASA, etc..) EAD aerospace has offices in Toulouse , Aix-en-Provence (France), Chicago (USA).</p>
Localisation	Toulouse
Pays	Array
Description du profil	Sales / Business Development / Marketing

Personality:
Self starter and pro-active
Team player, ability to motivate/inspire, enthusiastic
Structured
Innovative, constructive thinking
Trust worthy, transparent, respectful, honest
Autonomous, able to prioritize, persevering
Strong communication skills both verbal and written
Great Customer Relations skills
Flexible and adaptable
Organisational and time management skills
French Fluent or native
Excellent command of the English language,
Full driving license

Expérience Débutant (-3 ans)

Profil

Secteur Automobile & fournisseurs
Aéronautique, Aérospatial & Défense