



Job Posting – Avionics Sales Manager

Location: Chesterfield, MO

GENERAL ACCOUNTABILITY

Responsible for increasing avionics sales revenue for Flying Colours Corp. Candidate must possess a thorough knowledge of avionics systems along with strong sales and customer service skills. Ability to develop and quote avionics solutions, and function independently to achieve all goals set forth by management.

SPECIFIC ACCOUNTABILITIES

- Increase sales revenue of avionics modifications, upgrades and mandated equipment installations primarily to operator and/or owners of Global, Challenger, and Learjet aircraft.
- Identify and develop cross-selling opportunities with Maintenance and Interior Sales Managers.
- Research and identify qualified prospects utilizing Salesforce.com and Amstat while incorporating input from other sales team members.
- Assist client in developing avionics solutions by accurately researching and quoting parts, labor and outside services for avionics projects that fall within FCC's targeted product offerings and targeted airframes. Follow-up after the quote and actively work to close the sale.
- Work effectively and proactively with FCC team members to ensure quotes are accurate, and skills/capabilities are present to handle the projects at hand.
- Collaborate with other sales team members to maximize sales opportunities and enhance customer satisfaction
- Maintain a high level of customer service by responding quickly to customer questions, quote inquiries and initiating post-sale visit/follow-up.
- Attend scheduling meetings and sales meetings as required and provide accurate information regarding opportunities and issues
- Handle required paperwork in a timely manner (obtaining signed quotes, handling expense reports, creating costing sheets for projects, etc).
- Perform any other tasks as assigned by Director of Sales

SKILLS/COMPENTENCY REQUIREMENTS

- Composure in stressful situations
- Creativity
- Interpersonal Savvy
- Strong Listening skills
- Negotiation skills
- Ability to effectively prioritize and manage multiple tasks simultaneously
- Excellent written and verbal communications skills

WORKING CONDITIONS

- Medium work – exert 20 to 50 pounds of force occasionally, and/or 10 to 25 pound of force frequently, and/or greater than negligible up to 10 pounds of force constantly to move objects.
- Exposure to both inside and outside weather conditions and elements such as loud noise, exposure to fuel and oil, which makes conditions less desirable than found in an office.

EDUCATIONAL BACKGROUND & EXPERIENCE REQUIREMENTS

- Bachelor's degree in sales/marketing or technical degree preferred. Otherwise, minimum five years equivalent technical sales in avionics or related field in the aircraft industry.

Please note: The above statement reflects the general details considered necessary to describe the principal functions of the job identified and shall not be considered as a conclusive description of all work required in the job.

How to Apply: Please apply by email (cwojda@flyingcolourscorp.com) with your resume in MS-Word. Please include salary expectation in cover letter.

Flying Colours Corp is an Equal Opportunity Employer