



**Job Posting: ASM-08-2013**

## **Avionics Sales Manager**

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FLYING COLOURS CORP. was established in 1989 and is a global leader in all aspects of aircraft completions & maintenance. Based in **Peterborough, Ontario, Canada**, Flying Colours has grown into a leading aviation service provider with concentration in the following areas:

- Green Completions
- Refurbishment & Modification
- Executive Conversions
- Maintenance & Repair
- Exterior Paint
- Avionics Upgrade & Installation
- Engineering & Design

Flying Colours is a factory authorized Bombardier and Beechcraft service center.

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Due to continued growth in our businesses, we have a requirement for an experienced **Avionics Sales Manager** to join our Team at our **Peterborough, Ontario** location.

### **Accountabilities**

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The Avionics Sales Manager will combine technical knowledge with sales skills to effectively increase avionics sales and proficiently produce quotes through knowledge of avionics products, avionics systems integration and regulatory compliance. The Avionics Sales Manager will ensure that the work meets or exceeds specifications determined in conjunction with the customer, as well as internal/external quality standards and regulations. The Avionics Sales Manager also works with Production and Service personnel to ensure operational issues, completion specifications and scheduling timelines are adhered to. Other accountabilities include:

- Assist Customer Account Manager to respond to requests for proposals in a timely manner and research target markets to identify prospective customers.
- Generate and follow-up with leads, determining interest, readiness and financial ability to contract successfully.
- Carefully qualify prospects regarding their financial worthiness, corporate and personal travel requirements and the capability of FCC products to meet/exceed needs and expectations.
- Scope, cost and price proposals appropriately to meet customer requirements and budget in a manner that adheres to company financial/profitability goals.
- Develop internal and external networks to identify prospects and promote FCC brand recognition. Develop and increase FCC's brand and business model through market analysis and targeted contact with customers and the marketplace.
- Coordinate and communicate customer needs and expectations to Purchasing, Operations and Maintenance teams to ensure all internal FCC groups are fully informed

and project-ready to complete contracted projects on-time, as well as, within scope and budget.

- Document all customer requests post-project commencement and forward to appropriate departments to ensure any modifications are incorporated into production scope. Ensure all work outside of scope is properly authorized and charged to customer.
- Prioritize essential and non-essential tasks to effectively manage time and company resources.
- Follow-up post-completion to ensure total customer satisfaction.
- Other duties as assigned by the VP, Sales and Marketing

## **Qualifications**

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- A minimum of 10 years of relevant experience costing/pricing and negotiating/selling avionic systems in an MRO environment.
- Experience with engineering, planning and/or performing avionics installations in turbo prop and jet aircraft.
- Demonstrate a solid understanding of business aviation avionics systems, interfaces and marketplace trends.
- A very high degree of Business Development, Sales and Project Management experience and acumen.
- Self-motivated and results oriented with a focus on quality.
- Excellent listening, verbal and written communication and presentation skills.
- Bilingual (French/English) and other languages an asset.
- Excellent collaborative problem solving skills with an ability to implement solutions, prioritize competing priorities and resolve potential conflicts.
- Perform well in a fast-paced environment while maintaining a high degree of flexibility, accuracy and attention to detail.

## **Compensation**

We offer competitive compensation to qualified and highly motivated candidates. Please note that applicants for these positions must have current status to work in Canada in order to be considered for this opportunity.

## **How to Apply**

Please apply by email ([hr@flyingcolourscorp.com](mailto:hr@flyingcolourscorp.com)) with your resume in MS-Word format (one attachment only), quoting the following in your email subject-line to be considered: "**ASM-08-2013**".

*While we appreciate all resumes received, we can only contact directly those applicants under consideration for interview. EOE .*

**Flying Colours Corp. is proud to participate in the Legislated Employment Equity Program (LEEP). We welcome applications from all qualified candidates including candidates representing the four designated groups: Women, members of Visible Minorities, Aboriginal Peoples and Persons with Disabilities.**