

Glasair Aviation produces modern, innovative composite aircraft for personal use and is the world's leader in assisting customers with the assembly of their aircraft, focusing on education, recreation and safety.

Department: Corporate

As part of the next stage of our growth, we are now seeking a talented and creative **Aircraft Salesperson** to join our team. Reporting to the Vice President of Operations, the successful candidate will play a key role in spearheading the company's aggressive growth plan. This position is salary plus benefits.

Responsibilities:

- Develop/implement strategic sales and marketing strategies and programs targeted to the aviation market
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- Create a culture of success and ongoing business and goal achievement – possibly more important than the first item on this list
- Define optimal sales force structure
- Define and coordinate sales training programs that enable staff to achieve their potential and support company sales objectives
- Put in place infrastructure and systems to support the success of the sales function
- Provide detailed and accurate sales forecasting
- Compile information and data related to customer and prospect interactions
- Monitor customer, market and competitor activity and provide feedback to company leadership team and other company functions
- Work closely with the Director of Marketing to establish successful support, channel and partner programs
- Work with company Director of Marketing to formulate and develop annual sales/marketing plan
- Appraise and evaluate market conditions within aviation arena on an ongoing basis and initiate appropriate actions to maintain business momentum and react to competition
- Develop new, and manage existing, customer relationships
- Develop tools to assist prospective buyers with technical aspects of an aircraft purchase
- Plan, organize and manage sales and marketing activities for the organization
- Establish, develop and implement the company's marketing strategies
- Develop and implement new communication ideas, proposals and strategies
- Coordinate and collaborate with all the staff
- Participate in conferences, national and international fairs and other marketing related events
- Oversee sales including branding, public relations, advertising and other marketing materials
- Make and sustain presentations, sales training and product launch

Requirements:

- Minimum 5 years management, sales and marketing experience
- FAA Commercial/Instrument rated pilot with a minimum of 1000 hours
- Strong technical knowledge of single-engine aircraft

- Strong selling skills – ability to determine customer needs and position company products accordingly
- Demonstrate - accomplish results through collaborative efforts and teamwork - Leader competences
- A self - starter with a "make it happen" attitude and approach
- Positive, professional image
- Computer literacy in areas of MS Word, Excel, PowerPoint
- Attend, participate and represent the Company at Industry Trade Shows
- Excellent oral and written communication skills
- Interpersonal and intercultural competences
- Able to speak in public
- Ability to work under stress and with deadlines
- Efficiency in time management
- Travel

Please email your resume to jobs@glasairaviation.com with the job you are applying for in the subject line.