



## **Aircraft Sales Director**

### **Description:**

The Sales Director (SD) will be responsible for prospecting and obtaining aircraft brokerage listings and acquisition agreements. Additionally, the SD will market and sell the aircraft inventory and current listings available and be supported by all available corporate resources. Management will outline and support the sales and marketing plan, however, the SD will ultimately be responsible for execution of the plan and successfully reaching the budgeted goals.

### **Essential Functions and Key Responsibilities:**

- Successfully secure brokerage and acquisition agreements
- Sell all available company-owned inventory and client listings
- Identify potential aircraft inventory opportunities
- Set personal goals and regularly review progress and have in place at all times a working sales plan for the department
- Travel as needed to network with customers, prospects, FBO's, professional organizations, etc., and entertain customers with the goal of solidifying relationships
- Coordinate sales efforts with other departments
- Assist customers when necessary in solving service problems
- Communicate with the President regularly to approve aircraft pricing and deals
- Travel is required to meet the needs of our clients

### **Job Requirements**

- Four year college degree or equivalent experience
- Ability to read, analyze and interpret professional journals, technical procedures, or governmental regulations
- Ability to generate reports, business correspondence, and procedure manuals
- Ability to effectively present information and respond to questions from groups of managers, customers and the general public
- Ability to operate and consistently update the designated customer resource management (CRM) system
- A proven successful track record in aircraft sales
- Sales training experience, excellent organizational and verbal/written communication skills