



Avitech is a leading provider of medium to large IT Systems and services to Civil and Military Aviation Authorities.

To sustain our growth and market position we are strengthening our management team with a global sales manager.

Job Location: Friedrichshafen, Germany

Job Description & Responsibilities:

Sales Manager (m/f)

As a Sales Manger you will generate revenues from the sale of the entire portfolio of the company's systems and services and drive strategic growth.

Your responsibilities will include:

- the development, cultivation, and management of relationships with key people in the industry
- the generation of sales opportunities in the respective regions consistent with agreed targets and plans
- assessing and understanding clients' business issues and how to apply products and services to develop strong value propositions
- supporting, advising and participating in the generation of technical and financial responses to tenders and information requests
- developing and delivering the company's product presentations / demonstrations to customers and Institutions
- driving customer discussions and negotiations to close sales
- providing market inputs for product development and the understanding of future industry trends
- coordination of sales activities, preparing sales and marketing reports, plans, documentation and projections

As an ideal candidate you have:

- over 3 years front line international sales and marketing experience for IT systems and related services - ideally in the aviation sector or closely related industries
- high standards of professional conduct with excellent communication and presentation skills, excellent verbal and written English (essential). Further languages such as German would be an advantage
- a proven track record of success - showing the commercial capability to close sales and to effectively build customer loyalty
- a general understanding of complex IT systems and solutions
- a willingness to travel, work long hours away from home and be independently motivated to pursue business opportunities as required for the benefit of the company

Remuneration will be basic and performance based dependent on appropriate industry experience and track record and will be negotiable.

Contact:

Mrs. Eleni Triantafillidou

eMail: job@avitech-ag.com

Phone: +49-7541-282-473

Fax: +49-7541-282-199