



We are a leading provider of Aeronautical Information Management (AIM) and Message Handling (AMHS/CIDN/AFTN) Products and Systems as well as Integrated Aerodrome Control Tower Systems to Civil and Military Aviation Authorities. These are turnkey small, medium and nationwide large systems.

In line with our product and service strategy and our success in the industry, we are planning to extend our geographical sales areas.

Job Location: Friedrichshafen, Germany

Employment Type: Full-Time Employment or Sales Consultant

## Sales Manager (m/f)

### Job Description & Responsibilities:

As a Sales Manager you will generate new revenues from the sale of products and turnkey systems for Integrated Aeronautical Information Management, Aeronautical Message Handling, Tower Information Management and Air Traffic Management to Civil and Military Aviation Authorities and Air Navigation Service Providers. The position also includes the sale of licenses and associated value added services, like Training, Data Migration and Transition, Operational Concepts as well as AIP and Aeronautical Chart compilation and conversion.

Your responsibilities will include:

- the generation of sales opportunities in the respective regions consistent with agreed targets and plans,
- assessing, interpreting and communicating customer requirements and essential background information to initiate and generate actions for the sales cycle,
- supporting, advising and participating in the generation of technical and financial responses to tenders and information requests,
- develop and deliver Avitech company and product presentations / demonstrations to customers and Institutions,
- being involved in customer discussions and negotiations to close sales,
- preparing sales and marketing reports, plans and projections,
- providing market inputs for product development and the understanding of future industry trends,
- developing and maintaining strong relationships with key people in our market sector.

### As an ideal candidate you have:

- over 3 years front line sales and marketing experience for related products and services to CAAs, ANSPs and Military Authorities supported by an appropriate track record and sales network,
- a good understanding of ICAO, Eurocontrol, NATO, the European Single Sky Regulations of the European Union and other key organisations like IATA, SITA, ARINC. This is required along with a good knowledge of procedures, technologies and client procurement cycles,
- good communication skills in verbal and written English (essential). A further language such as German would be an advantage,
- a flexible working approach.

Remuneration:

Basic according to skills and experience plus performance payments

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**About us:** Avitech is an internationally recognized provider of turn key IT solutions and services for the aviation industry. With headquarters in Friedrichshafen, Germany, and subsidiaries in Frankfurt (Main) and Constance, Germany and Bratislava, Slovakia, we currently serve 25 customers in more than 20 countries on 4 continents, most of them military and civil Government organisations. Learn more about us and our products at [www.avitech.aero](http://www.avitech.aero) and [www.eaip.info](http://www.eaip.info).