

SALES MANAGER - AIRPORT PRODUCTS

The Global Aviation Division is a specialist Division within Industrial Acoustics Company Ltd and is an established (circa fifty years) Global provider of turnkey Aero Engine Test Facilities for both Military and Civil application.

The Aviation Solutions Business Unit is responsible for all new build and major refurbishment projects within the Global Aviation Division and has recently enhanced its existing airport product portfolio via significant R&D investment to ensure it can offer state of the art and extremely cost effective solutions. It is considered this updated portfolio will facilitate numerous (National and International) sales opportunities and in order to ensure maximum market penetration a dedicated Sales Manager is required.

The Role

- To manage all sales activities for Aviation Airport Products within the Aviation Solutions Business Unit
- Establish and agree sales targets (and associated margins) and provide plans to ensure they are met or exceeded
- Own the process of transforming opportunities into orders including participation in bid process
- Establish new opportunities and routes to market and ensure that customer relationships are built and maintained
- Work with the IAC Marketing Executive to ensure marketing is performed effectively and consistent with agreed Divisional and Corporate strategies
- Visit prospective clients; be this to make an introductory presentation of the Airport Products and or to progress specific opportunities

The role will be based in Winchester HQ and will require domestic and International travel. The Sales Manager will report directly to the Aviation Solutions Business Manager albeit the role will necessitate a strong working relationship with the Global Aviation Division's senior Managers including the General Manager.

The successful candidate will generally demonstrate the qualities expected of such a management position.

Experience

- Be established in selling into the civil aviation industry (ideally internationally), and
- Be able to demonstrate knowledge of its procurement structure, including having established contacts with and or the ability to identify the 'decision makers', and
- Have the ability to interrogate the market with a view to build relevant data bases and a forward looking strategy to enhance short to medium term (National and International) sales opportunities, and
- Be able to demonstrate a successful career to date in sales opportunity closure.

To Apply please forward your CV and covering letter (including current remuneration details) to Jodie Everett jodie@iacl.co.uk