Department: **Sales and Marketing**

Managed By: **Business Unit Manager**

Job Title: **Aftermarket Account Manager**

The Aftermarket Account Manager’s objective is to attain a specific quota over a specified geographical territory for all Commercial Aftermarket Sales. He/She will be responsible for establishing multi-level relationships, providing market intelligence, collaborating to determine market strategy in a fast-paced start-up environment requiring long hours and extensive travel. Create appropriate strategies to actively promote, sell and drive usage both internally and through distributor networks for the Company's services and products. Develop relevant tactics and tools (electronic and conventional), in conjunction with appropriate internal recourses, necessary to effectively represent and promote to prospects in the designated region of responsibility. Internal forecasting and the support of quarterly SBU and corporate reviews are key requirements for the position.

# Key Responsibilities:

In this role the incumbent’s responsibilities will include, but not be limited to:

* Strong problem solving and negotiating skills
* Strong understanding of Airline Operators component acquisition process and sourcing
* Familiarity with Airline Operators worldwide
* 7 to 10 years Aerospace industry experience, with concentration in:
* Commercial aftermarket sales or a related discipline
* Strong knowledge of Airline Operator fleets, maintenance practices
* Marketing and Advertising
* Technical sales
* Have a sales and/or engineering background
* Exceptional communications and presentation skills--both verbal and written
* Be able to work in a virtual environment with a high degree of self-motivation.
* Comfortable working as a collaborative partner with the engineering, service, marketing, customer care and related organizations to deliver world-class services.
* Advance to intermediate excel knowledge preferred
* Intermediate to advance ERP experience to support research and administrative day to day quotes and proposals

# Key Responsibilities: (Cont.)

* Creative writing to support website, brochures, LinkedIn updates and various promotional publications
* Ability to use CRM tool to manage pipeline opportunities
* In-depth understanding of trade show coordination and logistics support
* Able to travel 50/75%

# Requirements:

The successful candidate will have a background which includes the following demonstrable experience, skills, and education:

* Highly motivated self-starters with a desire to win
* Comfortable with being held accountable for results
* Capable of performing multiple tasks
* Expert at motivating both internal and external personnel in a demanding emerging market and organization model
* Have a creative and entrepreneurial spirit, and demonstrate leadership skills
* A four-year college degree
* MBA preferred

# Physical Demands:

While performing the duties of this job, the employee is occasionally required to stand, walk, sit, use hands to finger, reach with arms and hands, climb stairs, stoop, kneel, crouch, talk or hear. The employee must occasionally lift and/or move up to 50 lbs.

# Work Environment:

While performing the duties of this job, the employee is exposed to weather conditions prevalent at the time and an air-conditioned and heated office. The noise level is occasionally high.

# Disclaimer:

The above information on this description has been designed to indicate the general nature and level of work performance by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job.

Acme Aerospace Inc. is an Equal Opportunity Employer and encourages the application of female, minority, disabled and veteran candidates. candidates must be able to perform essential responsibilities with or without reasonable accommodations. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identify, or national origin. Due to the potential for exposure to ITAR controlled data, the incumbent in this role must be a US Person (US Citizen or US Permanent Resident). Interested candidates should submit their resume and salary requirements.