

Director, Aviation Sales

BRS Aerospace, Inc.
South St. Paul, MN 55075
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JOB DETAILS

Title:	Director, Aviation Sales
Description:	<p>BRS Aerospace (Ballistic Recovery Systems or BRS) is a publicly held South St. Paul, Minnesota based company that designs, manufactures and distributes whole aircraft emergency parachute systems as well as cargo and personnel parachutes for use on general aviation, recreational aircraft, unmanned aerial systems and DOD (military) applications.</p> <p>Reports to: Vice President, Sales & Marketing</p> <p>Function and Objective: The primary purpose of this position is to generate revenue that will meet sales quota for General Aviation and LSA parachute products. This position focuses on General Aviation & LSA OEM customers with some opportunity to sell to smaller dealers and individual end-users in the Sport market as well. Occasional weekend domestic and international travel and the ability to deal with international customers is necessary. This is a managerial sales position that will require some aviation experience and aptitude.</p> <p>Essential Functions include: Position is focused on the entire sales process related to pre-sales issues. These include accurate order entry, delivery status, support of various channels, and customer relationship management. Assists customers and resellers in proper product selection, services dealer's needs, and answers inquiries regarding aircraft aftermarket installations. Position is also responsible for prompt reply to web site inquires, identifying prospects for parachute installations, justification of project status and pursuing opportunities for increased sales of existing systems.</p> <ul style="list-style-type: none">• Intimate knowledge of the customer's needs and markets• Ability to accurately transcribe customer requests and manage the approval process for new installations• Ability to use electronic information systems to analyze and track orders and to communicate effectively internally and externally• Ability to suggest improvements to company communications tools like website, FAQ, etc• Builds a long-term relationship with customers

- Communicates clearly in written and oral form to both internal and external and external customers
- Ability to interface with all departments: Manufacturing, Materials, Engineering, QA, Finance, etc
- Strong desire to meet or exceed assigned sales quota

Accountability:

- Accountable for customer relationships, contracts, quotes, order input, proposal generation, sales forecasting, and overall customer satisfaction for assigned accounts
- Presents a positive professional image at all times and facilitates strong team working environment.
- Demonstrates responsible time management and a willingness to embrace continuous improvement culture
- Respects confidentiality and complies with company policies & procedures.

Qualifications:

- Ability to identify, qualify, and close profitable business
- Ability to use PC technology, web tools, and an understanding of the sales processes, tools and skills necessary for increasing sales revenue
- Possess a positive attitude, action orientated, and results driven
- Influential in getting tasks accomplished relative to customer sales without direct authority over staff
- Experience in a small company environment is ideal, but must have the desire and skills to aggressively grow sales
- Excellent interpersonal skills

Experience:

- Demonstrated ability to work in a team manufacturing environment
- Previous sales experience with trade show familiarity
- Experience in aviation and/or parachute industry
- Technical skills to read drawings, prints and to understand and discuss parachute systems basic installation parameters in a variety of airframes
- Hands-on experience with PC and desire to learn new software (such as Excel, Word, DBA, Salesforce, etc.)
- Proposal writing and strong customer presentation skills
- Some formal training in Aeronautics, Science or Engineering

COMPENSATION: Salaried Position

LOCATION: South St. Paul, MN.

COMPANY DETAILS

Name:	BRS Aerospace, Inc. (BRSI.PK)
Website:	http://www.brsaerospace.com
Location:	South St. Paul, MN United States of America

CONTACT INFO

Contact:	REPLY TO: BRS Aerospace, Inc. Attn: Gary Moore 380 Airport Road South St. Paul, MN 55075
Or:	(651) 294-3279...gmoore@brsparachutes.com