



Jet East is NOW Hiring Regional Sales Managers located in the Midwest, South Central and Florida Areas.

Jet East is a corporate aircraft maintenance company dedicated to providing our customers with aircraft maintenance service that is worry-free, on time, and second to none. We service a vast array of aircraft, providing services ranging from routine inspections to the most unique and challenging repairs.

We are currently seeking experienced, professional and confident Regional Sales Managers who work well with minimal supervision to join our growing team.

The Regional Sales Manager will report to the VP of Sales and will be responsible for selling aircraft maintenance in the Midwest, South Central and Florida regional areas. He/she will report on overall sales achievements and ensure alignment with the Jet East mission and objectives.

Responsibilities and Duties:

- Responsible for the management and development of the assigned territory selling scheduled maintenance, mobile maintenance (AOG), avionics, structures, interior, and NDT services.
- Will act as a brand ambassador for Jet East while showcasing the company's capabilities to current and prospective customers.
- Will generate leads with industry contacts and spend time winning new business through cold calling.
- Will support the sales effort of existing retail customers while focusing on new customers, specifically in the area of heavy inspections.
- Will work with senior leaders to establish annual goals and develop a sales plan that is aligned with company mission and objectives.
- Will frequently update operational leaders by reporting on goals and sales plan achievements.
- Will create and present proposals for customers that are accurate and timely.
- Will act as a liaison to the operational leaders when a job is sold and will serve as a resource to the customer throughout the duration of all events.
- Will follow up with customers after all work is completed to ensure expectations were met.
- Will participate in scheduled meetings, seminars, trade shows, etc. as needed by the company.
- Will work in collaboration with other Regional Sales Managers and the company leadership team to expand the customer base.
- Will effectively communicate, verbally and in writing, with key stakeholders.
- Will foster a sense of teamwork and the importance of customer service.
- Will work to create and maintain meaningful relationships with customers, vendors and colleagues.
- Will conduct other duties as assigned by company leaders that will advance the sales and marketing objectives of the company.

Skills and Qualifications:

- Three to five years of experience in outside sales related to corporate aviation preferred.
- Technical experience in the aviation industry preferred.
- Good negotiation skills with the ability to make difficult decisions that benefit all parties involved.
- Professional demeanor and have a strong aptitude in the area of oral and written communication.
- Willing to travel without restrictions.
- Must have a clean and active driving record that will be approved by insurance for coverage.
- Must have a thorough understanding of Microsoft Office (common understanding of computer-based sales platforms will be expected).
- Must be able to work in a fast-paced environment with flexibility to adapt to new situations.

Lists above includes the main items for this job position to be successful, but not limited to other things that might come about in time. The person applying for this position must understand that the objectives, responsibilities, and requirements could change for better success for the company and the person.

Jet East is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran, or disability status.