

Sales Executive – Competitive salary (DOE) + performance bonus – Amersham, Buckinghamshire

The Role

Flitetec are looking for a motivated and driven Sales Executive to join their rapidly growing team. The sales executive will have a good sales background with demonstrated success at all levels. Aerospace experience and an understanding of aircraft interiors product and market would be beneficial but not essential.

You will play an important role in supporting the Senior Sales Manager and provide support to all sales and bidding activity for the company. This role requires a dedicated and a responsible character to work with minimum supervision to achieve company targets. Customer visits, UK and worldwide, and attendance to exhibitions would also form part of the role.

The key responsibilities of a Sales Executive include, but are not limited to:

- Developing existing customer and new customer relationships, working closely within the sales department to drive new customer relations
- Monitoring, measuring and analysis of KPI's, working to achieve and exceed targets
- Quoting customers and following up on quotes/sales opportunities
- Attending trade exhibitions, conferences whilst networking and representing the Company
- Organising sales visits/meetings globally to expand the Company's global reach
- Helping to develop our social media and marketing channels

The Company

Flitetec design, manufacture, integrate and overhaul cabin interior products and is certified to EASA Part 21 subpart G and EASA Part 145 release. Our customers include airlines, OEM seat and interior manufacturers, MRO operators, leasing companies and 2nd tier interior manufacturers in the UK, Europe, North America, the Middle East and the Far East.

We specialise in vacuum forming of polycarbonate materials, overhauling and producing products such as meal trays, seat backs, aisle side shrouds, centre console fairings, in arm tray liners, cocktail tables, mirrors, threshold strips, monument and galley floor fitting covers. We also design a range of innovative tablet holders and design and integrate power USB conversions into existing seats.

The Benefits

The benefits of being a Sales Executive are:

- Competitive salary with a company performance bonus
- 24 days holiday per annum plus bank holidays
- 38 hours per week, with flexible working hours offered where possible

The Person

The key skills and qualities of a Sales Executive:

- A good sales background with demonstrated success at all levels; a background in aviation is preferred but not essential
- Excellent communication skills in both written and verbal English

- A team player with strong interpersonal skills, who is able to build relationships with internal and external stakeholders
- A self-starter who is proactive, takes the initiative and can balance one's workload
- A flexible individual who is willing to travel if required

If you are keen on joining this exciting, forward thinking company and taking the next step in your career, then please click the apply now button to find out more.