



## Sales Representative – Parts and Engine Sales

**Pro Aero Aviation**, based in Kamloops, BC, specializes in the overhauling and repair of aircraft certified piston engines and accessories commercial and private operators.

We are seeking to add a new member to our Parts Sales Team as an **Outside Sales Representative**. This new role will be responsible for identifying and qualifying prospects, developing effective solutions and achieving new business sales targets.

**Position Summary:** To manage existing customers and generate new business opportunities with current and future clients.

**Responsibilities:** Responsibilities for this position are as listed below but not limited to;

- Meet or exceed assigned revenue targets
- Prospecting – which includes a predetermined number of cold and warm calls
- Prepare professional quotes in a timely manner
- Accurately enter sales orders into the system
- Monitor websites for potential sales opportunities
- Track and monitor the customer sales cycles
- Maintain and update customer profile in CRM
- Assist with seasonal marketing promotions
- Attend all required training and meetings
- Attend tradeshow when required
- Some travel may be required
- Ensure work area is clean and presentable at all times
- Bring forward any safety concern or recommendation to the appropriate manager
- Present yourself in a professional manner at all times
- Adhere to company's safety policy

### Requirements and Skills:

- Strong knowledge and understanding of consultative selling and the sales cycle
- Ability to prospect for new business
- Driven by results
- Previous aerospace experience or training considered an asset
- Previous automotive sales experience considered an asset
- Preference will be given to those with formal sales training experience
- Familiarity with aviation terminology and Canadian Aviation Regulations is considered an asset
- Excellent written and verbal communication skills



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- Demonstrated organizational skills and attention to detail
- Self-starter who is capable of completing individual tasks with minimal supervision
- Able to work independently and as part of a team in a fast pace environment
- Completes tasks in a timely manner
- Valid BC Class 5 Drivers Licence