

INSIDE SALES MANAGER M/F
(full time)

About SPECTO Aerospace:

SPECTO Aerospace, located at Lelystad-airport, is an EASA/FAA/TCCA, AS9100 and ISO9001 certified composite repair facility performing shop and on-wing repairs/paintwork. SPECTO's repair capability in fact covers all composite and hybrid assemblies fitted on a wide variety of commercial (both civil as business aviation) as military aircraft type. Main focus is on radomes and primary & secondary composite structures/components repairs which we release with our EASA/FAA dual release. SPECTO has full in-house capability to perform the radome microwave RTCA transmission test.

Additionally SPECTO offers on-site composite field repair/painting services using inflatable climate controlled, ventilated Composite Repair/Paint Shelters, creating the required environment.

In addition to our extensive radome repair capabilities we offer are our radome exchange / loan services.

At present SPECTO employs over 30 people and continues to expand rapidly.

Job Title:

Inside Sales Manager

Department:

Sales

Reports to:

Director Marketing & Sales

Purpose of this Position:

The Inside Sales Manager is responsible for expanding business through the day-to-day quotation management activities; ensuring timely response to inbound leads and requests for quotes (RFQ's) and proactive development of accounts with current, dormant and new customers to increase organic growth for SPECTO. The Inside Sales Manager should display and cascade an enterprise mentality and create a positive environment. He/she is also responsible for the prioritization of its own work, setting clear goals and priorities and tracking performance.

Essential Duties and Responsibilities:

Quotation Management by tracking performance, define expectation around response time, follow up on quotations, outbound calling, pipeline management, revenue targets etc. and proactively monitor and manage these. Assigned to a dedicated set of customers and prospects. Initiate actions to execute the sales strategy. Open, constructive input and proactive dialog with SPECTO shop. Prioritizing highest opportunities and/or accounts for the greatest potential impact on generating organic growth for SPECTO.

Qualifications

To perform this position successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

Education and/or Experience

Approximately 5 - 7 years of sales experience in the aerospace environment, ideally familiar with MRO marketplace, preferably holding a bachelor degree in Marketing / Sales.

Language Skills

Both English and Dutch, ability to read and interpret documents such as customer quotes/contracts, marketing materials, and customer specifications. Ability to write routine reports and correspondence. Ability to speak effectively by phone to customers and prospects. Other language skills (German, French) are an additional asset.

Reasoning Ability

Ability to solve practical customer problems. Ability to interpret a variety of instructions, data and details furnished in written, oral, diagram, or schedule form, both internally as externally.

Other Skills

Proficiency in Navision ERP, Microsoft applications (Word, Excel), ability to remain calm when faced with mounting pressure related to deadlines and multiple priorities. Well-developed oral and written communication skills to meet a variety of communication needs. Good interpersonal skills that foster open upward and downward communication built on mutual respect. Ability to interface with clients, win new work and determine their requirements; helps develops proposals including cost estimates, work plan and terms and conditions.

When you are interested in this exciting job and you want to join a winning team, please submit your resume and motivation letter by e-mail (info@spectoaerospace.com) attn. of HR-Manager not later than February 12, 2018.

More company information can be found on www.spectoaerospace.com. Should you have any questions about the job itself, please feel free to contact Mr. Maarten T.A. Peters at +31 854 883 677 or +31 657 646 706.

Acquisition based on this job opening is not appreciated