

AeroEx GmbH is a Swiss-based company offering a wide range of services with particular focus on the delivery of consultancy and support services to companies of the aviation industry. AeroEx was established with the aim of providing aerospace organizations with services and products related to regulatory compliance. Our experts are working world-wide and compile individual and innovative solutions. We support our customers in the implementation and realization of international aviation standards and as third-party experts we combine our strengths in various sectors of aviation and aerospace industry.

In order to further expand our activities, we are currently looking for an experienced and performance-motivated

Sales Representative

to join our team at the company headquarters on a permanent basis.

Job Responsibilities:

- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors
- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Acquisition of new customers and ongoing development and support of existing customers
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques
- Processing of customer enquiries as well as preparation and tracking of quotations
- Administration of the customer database
- Coordinate sales effort with team members and other departments
- Organisation, coordination and implementation of events and trade fairs
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management

Your qualification:

- Degree in sales or engineering or comparable knowledge and abilities gained through professional training and experience
- Experience in the field of sales in comparable position
- Knowledge in selling software products preferable
- Strong analytical thinking skills, strong communication skills and enthusiasm as well as a high degree of persuasiveness and determination to achieve goals
- Experience in planning sales strategies, advertising campaigns, and successful public relations efforts
- Able to work independently, highly motivated and committed
- Excellent team and communication skills
- Mobility and willingness to travel
- Highly articulate and good oral and written in German and English communication skills (Spanish or French language are an advantage)

We offer:

- An interesting, future-oriented job, dealing with domestic and foreign customers
- Team-oriented work in an innovative environment
- Flexible working arrangements
- Possibility to work in Home-Office
- A competitive salary and benefits package
- Professional development and training opportunities

Interested?

If you are interested in the position, **please send your CV and covering letter, stating your salary expectations** and earliest possible date of joining by e-mail to hr@aeroex.eu