

Department: Sales & Marketing**Reports to: Business Unit Manager****Job Title: Sales Manager**

Avionic Instruments (AI) is a pioneering designer, producer, and supplier of advanced power conversion equipment that has helped power flight for over 40 years. Since the early 1970s, AI has earned a reputation for excellence in power processing technology. Today, its high-reliability, high-performance products are found on the world's most sophisticated aircraft.

The Sales Manager at AI is a highly-visible, developmental role responsible for the oversight and management of the customer. The Sales Manager works in collaboration with the Business Unit Manager (BUM) to oversee the customer's account ensuring contractual compliance while safeguarding AI's profitability and operational efficiency. The Sales Manager is heavily involved in the day-to-day operations of the business unit through all aspects of the business and critical to support pricing and new business activity. They act as a key liaison between the customer and the team. The scope of this position includes achieving strategic quotas for aerospace and defense customers by establishing multi-level relationships with key stakeholders. This role involves providing market intelligence, prospecting assigned accounts, and presenting products and services while managing account performance. The ideal candidate will perform regular sales and booking analysis, supporting the BUM in establishing the yearly business plan, overseeing activities to ensure customer service and price objectives are met, contract negotiation and other business-related activities.

Essential Responsibilities

- Work closely with the Business Unit Manager to develop & execute new business strategies
- Identify and track profitable new business opportunities through market analysis
- Maintain an understanding of the market, the competitive landscape and market share
- Develop and execute effective strategies to win competitive proposals while value-selling
- Collaborates with the Business Unit Manager and cross-functional departments in meeting contractual commitments, production schedules and in resolving problems
- Supports initiatives to continuously improve the team's responsiveness to customer/business needs, including but not limited to, product quality and on-time delivery
- Monitor, contest, and improve customer account scorecard data
- Perform detailed quantitative analysis of sales and bookings data and prepares regular reports and forecasts on current and future performance of the product line for management
- Maintain and enhance customer relationships through regular travel to customers, technical assistance, and product support
- Be a highly motivated self-starters with an entrepreneurial spirit and desire to win
- Engage with cross functional teams to address all issues including production, engineering, delivery, sales, and quality
- Assist the sales and engineering team in the development of new product endeavors
- Prepare and present technical and commercial proposals for both military and commercial programs
- Must maintain regular office hours onsite in Tempe, AZ when not travelling

Requirements

- Strong problem solving and negotiating skills
- Comfortable working as a collaborative partner with the engineering, sales, marketing, customer care and related organizations to deliver world-class services
- A four-year college degree in a technical or business field
- Master's degree in a technical discipline or MBA preferred but not required
- Ability to travel 25% or as the business requires
- Excellent communication, presentation, writing, and analytical skills
- Excellent MS Office suite capability including solid understanding of Excel
- Ability to manage and prioritize multiple programs to maximize value creation

Physical Demands

Must be able to support standard business hours, Monday through Friday. Must also be able to support overtime on weekdays or weekends as required to support business needs. Must be able to lift and/or move up to 25 lbs. and be able to sit and/or stand for long periods of time. The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

International Trade Compliance Requirements

Due to the potential exposure to ITAR-controlled data and export control regulations, the applicant in this role must be a qualified U.S. person as designated under INA, 8 U.S.C. 1324b(a)(3) or be eligible for any required authorizations from the U.S. Government.

Work Environment

While performing the duties of this job, the employee is exposed to weather conditions prevalent at the time and an air-conditioned and heated office. The noise level is occasionally high.

Disclaimer

The above information on this description has been designed to indicate the general nature and level of work performance by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job.

Avionic Instruments is an Equal Opportunity Employer and encourages the application of female, minority, disabled and veteran candidates. candidates must be able to perform essential responsibilities with or without reasonable accommodations. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identify, or national origin. Due to the potential for exposure to ITAR controlled data, the incumbent in this role must be a US Person (US Citizen or US Permanent Resident). Interested candidates should submit their resume and salary requirements.