

Business Development Manager Jobs In Sharjah | Pier Seven Aviation

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Company: Pier Seven Aviation

Location: Sharjah

Category: other-general

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Pier Seven Aviation FZC is a world-class aviation training facility, operating various types of Flight Simulator Training Devices (FSTDs), and conducting initial type rating courses for airlines and private pilots, currently having an exciting new position for a Business Development Manager to join our Sharjah office.

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Responsibilities

Contacting potential clients to establish a business relationship and meet with them.

Develop Initial / Recurrent Type Rating business.

Develop business relations with various Airlines, ATO and FSTD operators.

Interaction with Indian and various Civil Aviation Authorities.

Research the latest in the business industry and create new opportunities to expand the business.

Maintain current client relationships and identify areas for potential clients.

Planning digital marketing campaigns, including web, email, social media and display advertising. Maintaining our social media presence across all digital channels. Measuring and reporting on the performance of all digital marketing campaigns.

Collaborate with sales and design team to ensure requirements are met, such as sales numbers and profit goals.

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Requirements

Mandatory requirement of sales experience in the Aviation Training Organization / FSTD sector.

Minimum 5 years of sales experience.

Degree in Sales, Marketing or Aviation.

Strong working knowledge of simulation products (Full Flight Simulator, Flight Training Device, Integrated Procedures Trainer, Virtual Simulator) preferred.

Exceptional communication and presentation skills, both written and verbal, in order to express technical and nontechnical concepts clearly and concisely.

Technical skills required to create proposals and find solutions to meet client requirements.

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