

United Arab Emirates Jobs Expertini®

New Aircraft Sales Manager – Middle East Africa Turkey and UK | BOMBARDIER Dubai

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Company: BOMBARDIER

Location: Dubai

Category: sales-and-related

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Bombardier is a global leader in aviation, focused on designing, manufacturing, and servicing the world's most exceptional business jets. Bombardier's Challenger and Global aircraft families are renowned for their cutting-edge innovation, cabin design, performance, and reliability. Bombardier has a worldwide fleet of approximately 5,000 aircraft in service with a wide variety of multinational corporations, charter and fractional ownership providers, governments, and private individuals. Bombardier aircraft are also trusted around the world in government and military special-mission roles leveraging Bombardier Defense's proven expertise.

Bombardier is a global leader, creating innovative and game-changing planes. Our products and services provide world-class transportation experiences that set new standards in passenger comfort, energy efficiency, reliability and safety. We are a global organization focused on working together with a team spirit.

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In your role, you will

Report to the Regional Vice-President of Sales for the Middle East, Africa, Turkey and UK markets- based in Dubai (UAE);

Manage a large pipeline of leads provided to you by the backend Lead Generation team with a focus on maximizing conversions and minimizing cycle times throughout the Sales cycle;

Travel extensively throughout the region to meet current and potential candidate buyers. Identify additional leads based on in-region extensive knowledge developed through in-depth research and in-region intelligence gathering;

Work directly with the Sales Directors in their territory to nurture opportunities by monitoring accounts, preparing and initiating proposal generation and coordinating all aspects of sales;

Document and track all initiatives and progress of activities through our CRM platform (Salesforce), along with the support of any other Sales or Lead Generation internal governance requirements;

Identify, qualify and initiate contact with potential candidate buyers likely to purchase Business Aircraft products;

Support the Sales Directors in the completion of aircraft sales with demonstration flights, interior specifications sessions, customer visits and others;

Actively participate at improving overall market intelligence and the development of a comprehensive strategy and prepare the action plan for the Middle East, Africa, Turkey and UK;

Work directly with the Regional Marketing team to increase brand awareness and visibility of Bombardier Business Aircraft line of products in the territory;

Develop a close working relationship with all members of Sales Support, Marketing, Contracts, Customer Support, etc. and coordinate special events such as road shows, demo tour, Air Show (etc);

Support in managing customer data, invitations for events, year-end / holidays / birthdays.

Note: This position is based in Dubai, United Arab Emirates.

As our ideal candidate

You hold a bachelor's degree or equivalent work experience in the aerospace industry in a sales capacity

You have 5-7 years in the aerospace industry

You are knowledgeable of technical aircraft specifications and business principles

You have excellent verbal and written communication

You demonstrate ability to initiate and grow relationships

You are fluent in English and fluency in Arabic and French would be an asset

You have proven adaptability, a high level of business acumen and a drive for results

You are comfortable leveraging a variety of technology-driven tools including AI solutions

You have the ability to creatively solve problems

You are flexible to work irregular hours and to travel on a regular basis

You have demonstrated customer focus with the ability to inspire confidence in others

You are autonomous and self-reliant

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

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