

Parts Sales Manager Jobs In Dubai | Textron Aviation

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Company: Textron Aviation

Location: Dubai

Category: sales-and-related

Parts Sales Manager Jobs In Dubai | Textron Aviation

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Develops and implements systems, procedures, and techniques to ensure effective and efficient customer communications are translated into parts sales relationships that benefit the customer and Textron Aviation.

Serves as the contact and focal point for customers within the assigned region regarding parts sales. Actively initiates sales dialogue between Textron Aviation and potential and existing customers.

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Responsibilities

Develops regional parts sales strategies focused on collaboration with key stakeholders to support our customers and grow parts sales across all market segments.

Utilizes analytics to research and identify potential sales opportunities, and aggressively pursues sales leads provided by Textron Aviation employees and customers.

Uses a variety of marketing techniques to secure sales for Textron Aviation including site-based visits, telemarketing, and written correspondence. Utilizes and maintains Textron

Aviation's CRM platform Salesforce.com.

Develops and implements localized marketing strategies in conjunction with Marketing team that increase customer awareness of capabilities and contribute to the financial goals and objectives of the company.

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Requirement

Excellent written and verbal communication

Possesses good organization and time management skills

The candidate must be able to utilize the systems of Textron Aviation i.e. CRM, SAP and the Microsoft suite

Candidate must be able to work in an autonomous self-directed environment to achieve the marketing strategies and sales control systems set forth by the company.

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