

United Arab Emirates Jobs Expertini®

Sales Manager Aircraft Component Services

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Company: Lufthansa Group

Location: , , United Arab Emirates

Category: sales-and-related

For our group company Lufthansa Technik AG we are looking for you as Sales Manager in the business unit Aircraft Component Services for our location in Hamburg out of Dubai. This area is responsible for the sales of short- and long-term contracts for repair and spare parts supply of aircraft and airframe related components for customers in the EMEA region (Europe, Middle East, CIS and Africa). Tasks Your main tasks include, among others: Grow Segment Aircraft Component Services' business in a profitable and sustainable way Develop sales strategy for assigned customers and define milestones to achieve targets Negotiate and conclude contracts with customers Visit customers regularly and build lasting, reliable and resilient customer relationships Calculate and prepare quotes in close cooperation with respective corporate sales Develop individual repair and supply solutions and present them to customers Create and manage sales reports as well as develop KPIs Develop business plans including concepts, pricing and risk assessment based on the cost calculations and target margins Analyze & perform forecast of customer demand including identification of up-selling potentials. Analyze risk in the sales processes and consult with Segment management concerning recommended procedures; support and execute decisions Analyze information about competitors and derive measures Support product launches and change processes Requirements The ideal Sales Manager Aircraft Component Services should meet the following requirements Experience in Sales, Account Management or Procurement in an international environment Experience in leading sales projects, including negotiation skills Strong commercial awareness and analytical skills Vast knowledge and understanding of the regional business and aviation culture Team player with a collaborative and strategic

mindset Diligent and systematic approach to work Ability to work with numbers and strong attention to detail Proactive and innovative Highly organized with a structured approach to the delivery of projects Excellent communication with the ability to build relationships across all organizational levels Convincing presentation skills Excellent ability to deal with pressure Assertiveness Willing to travelling abroad Participation in various projects and tasks beyond own job responsibilities Fluent in English and Russian, extra language added advantage IT proficiency esp. SAP R/3, MS Office *Must possess a legal work permit in United Arab Emirates

About Lufthansa Technik AG Lufthansa Technik is the world's leading provider of maintenance, repair and overhaul services and modifications in the aviation industry. With more than 20,000 employees and over 30 international subsidiaries, the Lufthansa Technik Group offers a full range of aircraft technology services to around 800 customers around the world. What makes us so successful? We do. The people at the Lufthansa Technik Group. Whether engineering, IT or logistics, first-year apprentice or highly specialized professional - we not only keep aviation in motion. We are working on its future every day. We are innovators, technoholics and those who think aviation forward. Our pioneering spirit discovers the next horizon even in the smallest detail. We are Aviationers. What about you?

#J-18808-Ljbffr

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