

## **POSITION TITLE: Senior Aerospace Outside Sales Representative**

### **General Description of the Job**

We are seeking a highly motivated individual to lead the expansion of our presence in the commercial aerospace, space, and defense industry. This role requires a strategic thinker with a deep understanding of the market and a proven track record in building relationships and driving business growth. In this role, you will be responsible for identifying, developing, and managing strategic relationships with key industry stakeholders. The primary focus will be on translating technical expertise into actionable business strategies, driving sales growth, and expanding our presence within this highly technical manufacturing sector.

### **Qualifications:**

#### **Experience Requirements**

- Minimum of 2 years of successful outside sales experience in aerospace/defense/space manufacturing
- Technical understanding of build-to-print contract manufacturing, specifically:
  - Elastomer molded components and assemblies
  - CNC machined parts
  - Electrical discharge machined (EDM) components
- Demonstrated understanding of aerospace industry supply chain dynamics and tiers
- In-depth knowledge of industry certifications including NADCAP, ISO 9001, and AS9100
- Familiarity with ITAR regulations and compliance requirements
- Excellent negotiation, communication, and relationship-building skills.
- Strong analytical and problem-solving abilities with the ability to interpret data and market trends.
- Software experience: Microsoft Office required; CRM (Hubspot or other), B2B database and intelligence platforms (Zoominfo, Apollo, etc)

#### **Education, Licenses and Certifications**

- Bachelor's degree in Business Administration, Marketing, Engineering or a related field.

### **Specific Job Responsibilities:**

- **Relationship Building and Networking:** Build and foster strategic relationships within the industry, including engineering and supply chain groups at OEMs, MRO facilities, and other relevant contacts. Represent the company at industry trade shows and networking events.
- **Develop and execute strategic sales plans:** penetrate target accounts and expand market share via sales presentations and face-to-face meetings with technical buyers, engineers, commodity managers, etc. Manage complete sales cycle from lead generation/qualification to contract closure
- **Consultative and Strategic Sales:** Utilize strategic and consultative selling techniques to develop win-win relationships with key contractors and clients to guide prospects through the buying process and demonstrate a clear understanding of the customer's world and needs.
- Maintain detailed records of all sales activities, opportunities, and customer interactions in CRM.
- Travel to meet with prospects and customers
- Collaborate with internal teams to ensure that customer requirements are met
- Monitor industry trends and competitive landscape to identify new opportunities

### **KPI's:**

- New Revenue Growth (monthly quota)
- Lead Generation
- Sales Meetings per month
- New Partnerships
- Time to Close

### **Non-Routine Work:**

- Attend company meetings.

- Implement process improvements.
- Other non-routine work to be determined

**Leadership Skills / Soft Skills:**

- Critical Thinking and Analysis
- Problem Solving
- Communication

**Individual Contributor Knowledge and Skills:**

- Exceptional prospecting and cold calling abilities
- Strong technical sales and negotiation skills
- Excellence in relationship building and account management
- Ability to communicate effectively with engineering and technical personnel
- Strong presentation and public speaking abilities
- Excellent time management and organizational skills
- Self-motivated with a hunter mentality

**Core Company Values:**

- Integrity
- Adaptability
- Continuous Improvement
- Collaboration
- Effectiveness

**Physical and Mental Requirements:**

The physical and mental demands designated below 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. Check all that apply.

**Physical Requirements:**

	Use carts, ladders, dollies, and stools to assist in moving or shelving items.
x	This is an active position that requires standing, walking, bending, kneeling, stooping, crouching, crawling and climbing throughout the workday
x	Sufficient arm, hand, finger dexterity to operate a keyboard, office equipment and machinery/devices required for the job.
x	Vision abilities include close vision (to write and read printed materials and computer screens), distance vision, color vision, peripheral vision, depth perception and the ability to focus.
x	Physically and medically qualified to wear all required personal protective equipment (PPE) as prescribed under OSHA standards.

**Mental Requirements:**

x	Work as an integral part of a team
x	Exercise independent judgement and make decisions.
x	Maintain regular attendance and be punctual
x	Complete tasks without direct supervision
x	Have cognitive skills to understand and follow instructions, readily recall facts and details, handle conflict, and make effective decisions under pressure.
x	Work and sustain attention with distractions and/or interruptions.
x	Interact appropriately with a variety of individuals including customers and suppliers.
x	Communicate by writing, speaking and hearing in person and on the telephone