



## **REGIONAL SALES MANAGER, AMERICAS. MIAMI, UNITED STATES OF AMERICA (THE)**

### **ABOUT COMPANY:**

FL Technics is a global provider of tailor-made services for aircraft maintenance, repair, and overhaul (MRO), delivering solutions to commercial aviation customers worldwide. FL Technics is operating in a vast network of representative offices, hangars, and shop facilities, as well as largest independent line maintenance stations network across Europe, Asia Pacific, Africa, Middle East, and Canada.

FL Technics is part of Avia Solutions Group, the world's largest ACMI provider, operating a fleet of 192 passenger and cargo aircraft worldwide.

For this purpose, we are looking for our location: Miami/Broward, FL.

### **REGIONAL SALES MANAGER, AMERICAS**

The Regional Sales Manager, Americas will be responsible for prospecting and maintaining relationships with airlines and heavy maintenance MROs in the Americas, driving results by developing sales strategy and engaging the internal groups within FL Technics to support the region.

### **YOUR TASKS:**

- Actively identify and prospect new customers in the Americas
- Maintain and develop close relationships with customers in the region
- Negotiate contract terms with clients and communicate with stakeholders
- Ensure continuous RFQ flow from assigned customers
- Prospect and develop new business opportunities
- Prepare and give presentations to prospective clients and internal executives
- Provide consultancy on problematic matters
- Customer debt collection monitoring
- Organize weekly sales team operative meetings
- Provide feedback to the team on budget performance, update on all relevant news and information
- Fulfill yearly targets and goals, and report accordingly
- Fulfill tasks assigned by management

### **WHAT YOU SHOULD BRING:**

- Bachelor's degree diploma or equivalent experience
- Minimum 2 years' experience in Sales/Marketing in the Aviation industry
- Be well connected within the aviation industry, especially with airlines and MROs in the Americas
- Aviation parts brokering experience
- Team player, Self-motivated, proactive, enthusiastic, and eager to learn
- Ability to manage multiple projects and responsibilities simultaneously and to prioritize tasks
- Ability to function well in a high-paced and at times stressful environment

- Excellent listening and presentation abilities
- Strong communicator with excellent writing skills
- MS Office Excel knowledge required
- Fluent in English and Spanish.
- Preferably located in Miami/Broward counties and willing to travel (Up to 50% travel may be required)

#### **WORKING AT FL TECHNICS:**

- Exclusive experience in the dynamic aviation business industry
- Great career development prospects
- Remote work opportunity
- Full benefits

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**FL Technics** is a global provider of aircraft maintenance, repair, and overhaul (MRO) services. The Company specializes in base & line maintenance, spare parts & component support, engine, APU & LG management, full aircraft engineering, and technical training. FL Technics is an EASA Part-145, Part-M, Part-147, Part-21 as well as FAA-145 certified company with hangars in Lithuania, Indonesia and China as well as line station around the world.