



SALES MANAGER - COMMERCIAL AVIATION RETROFIT PROGRAMS & OEM MARKET. BIGGIN HILL, UNITED KINGDOM

Overview:

JETMS Completions is an Aircraft Interiors company based at **Biggin Hill Kent, London**. Its main objective is to supply Design, Certification, Manufacture and Installation of commercial and VVIP aircraft interiors to the aviation industry.

JETMS is a family member of **Avia Solutions Group**, the largest ACMI (Aircraft, Crew, Maintenance, and Insurance) provider globally, managing a fleet of approximately 209 aircraft. In addition to ACMI services, ASG offers a wide range of aviation solutions, including MRO (Maintenance, Repair, and Overhaul), pilot and crew training, ground handling, and more.

JETMS Completions, are seeking an experienced, highly motivated and commercially astute **Sales Manager** to spearhead our sales initiatives within the **commercial aviation retrofit programs and aircraft OEM markets**.

Purpose of Role:

This strategic role will be instrumental in accelerating our growth trajectory by identifying and securing new business opportunities, strengthening key account relationships, and driving sales performance in alignment with our long-term business objectives.

Key Responsibilities:

- Develop and execute sales strategic business plan on expanding company's presence within retrofit programs, cabin modification projects, and OEM channels in the commercial aviation market
- Consistently achieve and exceed sales and revenue targets, collaborating closely with internal stakeholders including project management, engineering, and production teams
- Build and promote strong, long-lasting customer relationships with airlines, MROs (Maintenance, Repair & Overhaul providers), OEMs, and key stakeholders
- Assist in recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Prepare and present sales, revenue and expenses reports and realistic forecasts to the management team
- Represent JETMS Completions at industry events, exhibitions, and client meetings globally, ensuring the company's brand visibility and positioning as a trusted interior solutions provider
- Identify emerging markets innovative retrofit trends, and new OEM programs, proactively adapting the sales approach to evolving customer requirements
- Monitor market trends, competitor activity, and customer feedback, providing insights to guide strategic decision-making and product positioning

Qualifications and Skills:

- Degree in business administration, Aerospace Engineering or a related field
- Proven track record as a Sales Manager or Business Development Manager in the aviation, aerospace, or aircraft interiors industry, with a strong emphasis on retrofit programs and OEM engagement
- Strong technical understanding of aircraft cabin systems, interiors, retrofit modification programs, and certification pathways (STC, minor/major mods)
- Demonstrated ability to build relationships at C-level and across all levels of an organization, influencing stakeholders and driving commercial success
- Strong commercial and financial awareness, including the ability to manage complex sales cycles, contracts, and negotiations.
- Proactive, entrepreneurial mindset with the ability to work autonomously in a dynamic, fast-paced environment
- Excellent interpersonal, negotiation, and presentation skills, with fluency in English (additional languages are an advantage)
- Willingness to travel globally to support client engagement and project development
- Open to flexible remote working arrangements

JETMS is a global provider of integrated world-class aircraft solutions that meet numerous servicing and modification requirements including line and base MRO, bespoke interiors, exteriors, and VIP aircraft completions.