



JOB DESCRIPTION

JOB TITLE: Technical Sales Manager – North America

SALARY: Package up to \$120,000 (depending on experience) + Vehicle

PURPOSE OF THE JOB

MALMS is the world's leading and award winning photometric test equipment. We are looking for a Technical Sales Manager with an airfield lighting background who is looking to develop their career in our new North American sales organization.

Ideally you have a track record of successfully selling airfield lighting related products or services to airports or their contractors. You also have a good reputation in the industry and be well connected especially with regulators and airport authorities.

Initially you will be willing to work from home yet undertake extensive travel commitments in the first 2 years (especially) whilst the business gains momentum. The role will require you to carry out practical product demonstrations on the airfield as well as persuasive product presentations in the boardroom.

Full training and support will be provided by Tailor Made Systems (UK) and Navaid Lighting Associates to help you grow the business. Location is flexible.

MAIN DUTIES & RESPONSIBILITIES

1. Searching for new clients who might benefit from company products and services;
2. Developing long-term relationships with clients through managing and interpreting their requirements;
3. Persuading clients that a product or service best satisfies their needs in terms of quality, price and delivery;
4. Negotiating tender and contract terms and conditions to meet both client and company needs;



5. Calculating client quotations and administering client accounts;
6. Providing pre-sales demonstrations and product education, and after-sales support services;

7. Providing commissioning and maintenance testing services
8. Analysing costs and sales
9. Preparing reports for MALMS Navaid Inc.
10. Meeting regular sales targets and coordinating sales projects
11. Supporting marketing activities by attending trade shows, conferences and other marketing events;
12. Promoting MALMS Navaid Inc. via the web direct marketing, and in the trade press
13. Making technical presentations and demonstrating how a product meets client needs;
14. Liaising with other members of the team including Navaid Lighting Associates and TMS as well as other technical experts;
15. Developing marketing, sales, operational and other documentation to support the development of MALMS Navaid Inc.

CANDIDATE REQUIREMENTS

- Experience in a similar role
- Sales and marketing background
- Ability to work on your own initiative and make effective decisions under pressure
- 'Hands on', 'can do' attitude is a pre requisite
- ICT literate
- Highly organised, strong attention to detail, excellent time management skills



- Strong communication / people skills
- A good understanding of Airfield Lighting and on-going Interest in airport technology is desirable
- Good commercial skills
- Great attitude

HOW TO APPLY

If you are interested please email your resume to sales@malms.aero

Thank you for your interest