



Job Description

Job Title	Sales Process Manager	Department	731, Sales
Reports to	Global Head of Sales		

Job purpose

- Analyses and develops landing gear sales processes and tools
- Responsible for sales process training and fulfilment
- Supports senior management in reporting and controlling for sales topics
- Acts as interface to internal customers and suppliers within global landing gear network (LAX, LHR, HAM)

Duties and responsibilities

- Analyses, designs and manages all sales related processes within the landing gear division.
- Ensures application of these processes including documentation and training at all sites
- Manages projects to increase efficiencies and optimizes processes for all landing gear sales channels, supports strategic landing gear projects.
- Documents project result and ensures sustainability of project successes.
- Develops and integrates IT support for these topics.
- Manages and develops business plan tools for all landing gear relevant products
- Supports and develops the „Sales board“ and reporting structures for senior management
- Manage and owns tools for “Best Practice” exchange and feedback within the sales teams
- Interacts between internal landing gear departments within the global network (LHR, LAX, HAM) as interface to sales processes
- Interfaces with landing gear strategy department for regular market intelligence exchange
- Prepares reports and presentations for the Management team as and when required

Working conditions

- Ability to travel
- Flexible working hours are as required by customer demands and business needs (interface with departments in different time zones will be required: LAX, LHR, HAM, SIN etc.)
- 5S Standard

Physical requirements

- None

Direct reports

- None

Education and qualifications

- Degree in engineering, operations management or business management or similar desirable



Job Description

Experience and Knowledge

- Significant experience in the aviation industry and customer relationships
- Experience in working with a diverse team, customer focussed and service oriented
- Good knowledge in controlling and application of business cases
- Work experience in multicultural environment and/or abroad preferable
- Extensive Sales/account management experience
- Extensive experience in training

Personal Qualities

- Team player with proven ability to manage, lead and guidance
- Proficient in the use of Microsoft packages
- Excellent communications skills and able to work within a matrix environment
- Good organisational skills with strong planning and operational execution
- Excellent planning, problem solving organization and administration skills
- Able to turn vision into strategy and execute
- Decision maker, analysing for root causes rather than presenting the problem
- Self-motivated with flexible approach
- Able to deliver profitable growth through excellent commercial skills and deliver sustainable change
- Engage others and develop their potential with confident decision-making skills.

Other Requirements

- Rights to work in the UK without any restrictions