



Sales and Marketing Executive

Seniority Level: Mid-Level

Industry: Aviation

Employment Type: Full-time

Job Functions: Sales & Marketing

Company

Three Green Aero (3Green) is a young and dynamic Airline Operations Support and Aviation Consultancy company providing a comprehensive range of flight operations support services and airline start up solutions to stream line operations, increase efficiency and improve safety standards.

Based in Dubai, UAE, 3Green has been active in the EMEA regions for over 6 years, offering innovative and cost-effective services which can be used by international to regional carriers, as well as private and low cost carriers.

Description

We require an enthusiastic sales professional in a predominantly remote-based role, reporting to the CEO. This person will sell our services to existing and potential customers. We are looking for someone who can provide a high quality customer experience. The role entails both commercial and technical aspects of the sales process. This person must have a passion for selling, but must also be able to organize and plan the team sales activity.

Scope

There will be extensive contact with current and potential customers, primarily by telephone and e-mail but may involve some on-site meetings. You will manage a geographically defined sales territory, maximizing our sales opportunities therein. You will be qualifying and responding to our sales leads, organizing quotations, sales information, demonstrations, samples and evaluations, recording sales processes and building CRM.

Key Objectives

- Meet weekly, monthly, and annual sales target through the successful implementation of sales and marketing strategies and tactics
- Generate leads and build relationships planning and organizing daily work schedule to call on existing or potential sales outlets
- Develop and implement territory action plan through comprehensive data analysis, and adjust sales techniques based on interactions and results in the field
- Be a strong, contributing part of our Sales Driven Culture
- Maintain internal sales processes



Main Responsibilities

- Maintain working relationships with existing clients to ensure exceptional service
- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all service categories offered
- Possess in-depth product knowledge and be able to conduct demos and relay objection handling
- Prepare professional, complete, concise and accurate reports, proposals, and other documentation as required for executive-level presentations
- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demos and presentations
- Negotiate pricing within predetermined parameters as agreed with the team
- Identify and manage a social media strategy for the Company
- Pro-active coordination within all the departments of the organization to ensure smooth flow of business
- Work closely with the team for smooth and profitable completion of projects.
- Provide product education and advice
- Attend trade exhibitions, conferences and meetings
- Liaise with technical colleagues to respond to customer queries

Qualifications & Skills

- Relevant Bachelor's degree.
- Experience in the aviation industry is a must, preferably on flight operations
- Extensive experience and demonstrable success in Sales/Marketing or Business Development in selling aviation products/solutions
- Whilst a technical background is required, the most important quality is an ability and willingness to learn about and understand our products (Comprehensive and ongoing product training will be given)
- You should have the confidence to use your own initiative, and to seek out opportunities to improve products, processes and services
- Credibility and reliability to make realistic commitments and live up to them. Meet deadlines
- Actively seek guidance and information from available sources
- Ability to present information in front of a large group

Applications including CVs to:

careers@3green.aero

www.3green.aero