

Career Opportunity**Role: Sales & Account Manager****Location: Stansted Airport, Essex**

AEM, with its head office at Stansted Airport, is a subsidiary of AMETEK. As part of AMETEK's Aerospace & Defense Division, AEM is one of the largest independent aircraft component repair and overhaul facilities in Europe.

We have an immediate full-time vacancy, at our Stansted site for a Sales Account Manager; this is a permanent role, and reports to the Commercial Director.

Job Purpose:

- Responsible for the development and performance of all sales activities for existing and potential customers in assigned MRO European markets.
- Deliver achievement of maximum profitability; drives performance to meet or exceed budgets and profitability.
- Working closely with the Commercial Director and Business unit management teams, establish and deliver plans and strategy to expand the customer base across AEM's identified MRO markets.
- Ensure close management and afford assistance to AEM/Ametek MRO network of approved agents and representatives, to ensure maximum market coverage and growth is secured against a background of seamless customer service to our key accounts.

Main Tasks:

- Prepare action plans for effective search of sales leads and prospects. Direct customer liaison including visits, correspondence and telephone contacts in respect of all aspects of past, present and future sales potential.
- Initiate and coordinate development of action plans to penetrate new markets Review of existing customer business to define and realise potential new business opportunities and how this may be best managed?
- Undertake detailed ongoing analysis and understanding of territory to define and realise potential new business. Assists in the development and implementation of marketing plans as needed.
- Develop and act on territory sales activity plans; provide timely feedback to senior management and business unit teams regarding sales performance.
- Provide timely, accurate and competitive pricing proposals and quotations in response to customer enquiries or for unsolicited submissions, while striving to maintain maximum profit margin. Maintain accurate records of all pricings and sales.
- Propose potential new repair capability opportunities to develop the repair business.
- Provide regular visit reports to directorate and management teams.
- Provide content to and assist in the preparation of management reports for both the Company, the authorised agents and representative network (as applicable and commercially sensitive) and the Customer.
- Attend Trade Shows and Exhibitions as requested.
- Liaise with accounts department to assist with debtor queries to ensure invoices are cleared.

Qualifications:

- Graduate calibre with strong sales / customer service experience, seeking to advance career in a sales role. Aerospace/aviation background and employment history highly desirable.
- European language skills essential; Italian and German speaker preferred.

Experience:

- Knowledge and understanding of the MRO aspect of the airline, business aviation and helicopter (EMS, offshore, private) markets – distinct advantage.
- Proven track record in a dynamic sales environment, accustomed to cultivating customer relationships through application of strong interpersonal skills and an engaging style.
- Experience and understanding of all aspects of supplier relationship management

- Able to demonstrate ability to take a strategic and analytical approach to identifying and winning new business based on existing capability and potential capability from existing and new customers
- Able to compile and assist in managing proposals
- Computer literate; able to demonstrate effective use Microsoft Word, Excel, PowerPoint

Competencies

- Self-motivated, proactive, professional, honest, dependable, flexible, determined, and able to work effectively with minimum supervision.
- Ability to work well in multidiscipline/cross-functional teams.
- Excellent communication skills and ability to build close-knit relationships
- Strong analytical, administrative and organisation skills and excellent attention to detail.
- Confident, approachable, innovative and enthusiastic

Additional Information:

Travel: This role will involve some UK and European travel.

Salary: Competitive, depending upon experience

To apply for this role please submit your CV, with a covering letter and salary expectations to Jennifer Otter, HR Manager; e-mail Jennifer.otter@ametek.com, cc Janine Barber, HR Advisor: email Janine.Barber@ametek.com