



**Job Title:** Manager of MRO Parts Sales

**Department:** Sales

**Reports to:** Vice President, Sales & Marketing

**Overview:**

This role drives parts sales at key customer accounts, airlines; large scale commercial aircraft MRO companies, as well as global parts brokers. This role has monthly P&L responsibility to achieve divisional and corporate goals. Focus on executing strategy at highest level of customer service and quality. Overseeing existing department with established accounts and channels. Division is aligned with sister companies MRO capabilities to become leader in USM marketplace.

**Essential Duties and Responsibilities:**

- Drive performance in line with established key company metrics
- Direct and lead team of 5-7 direct reports and 5-7 indirects
- Develop new markets and customers
- Research new parts opportunities for sales and servicing
- Interact extensively with MRO group to achieve USM goals
- Manage relationships with global customer base
- Represent company in Trade shows and meeting
- Manage relationships with key vendors
- Develop new sources of spares and USM

**Other Knowledge, Skills, and Abilities:**

- Previous commercial aviation sales experience.
- Business Development
- Relationship Management
- Market and Competitor Analysis
- Global Airline industry knowledge
- Negotiation skills.
- Expert knowledge on a part number basis
- Able to make presentations to large groups at the highest organizational level
- Ability to travel
- Computer Skills: Quantum, Office, Aeroxchange, ILS
- Good English skills are required. Additional language skills would be a plus, though not required
- Management and Leadership skills
- Performance driven, goal oriented
- Excellent communication across all levels, internal and external

**Education / Experience Requirements:** 10+ years of work experience in aviation, with 5 in a leadership role. Past P&L responsibility. Broad network globally with access to purchasing departments. Broad vendor network. Bachelor's degree in Engineering or Business or equivalent experience/training.

Please email your resume to [hr@silverwingsaerospace.com](mailto:hr@silverwingsaerospace.com)