

Sales Manager (Aviation)

Pacific Crown Helicopters (PCH) are a specialist Airbus Helicopter Service Centre and Safran Helicopter Engine Maintenance Centre, based at the Sunshine Coast Airport, Marcoola. We are seeking an enthusiastic person to fill position within our Parts and Sales Department.

This role will suit an experienced salesperson who has sound business acumen and is driven to provide great service to our increasing customer base. This will be a full-time position Monday to Friday.

Duties will be as follows:

- Customer engagement by phone and email for the purpose of aircraft parts identification.
- Customer quotes and invoicing.
- Generation of RFQ and ordering of parts with approved vendors.
- Source, buy & sell spare parts from the international market.
- Inventory stock control.
- Some involvement in the day-to-day duties of stores & logistics.
- Maintain product pricing database.
- Accurate reporting of exchange units and bill backs.
- Oversee day-to-day functions of the sales team.
- Various reporting.
- Significant computer (IT System) engagement using Quantum (training will be provided).
- Identify areas of improvement.
- Ensure compliance with all company policies and procedures.
- Other duties as required to assist customers and our engineering staff.

The following attributes will be viewed very favourably during the selection process:

- Aviation Parts / Sales / Logistics experience is preferable, with a rotary wing background.
- Awareness of CASA Approved Part 145 policies and procedures.
- Significant IT experience with the ability to navigate complex software (Quantum) or evidence you can quickly acquire competency in this application.
- Experience dealing with Customers in a dynamic and rapidly changing priority environment.
- Knowledge and/or experience with freight forwarders and their associated administrative processes.
- Evidence of leadership skills, strategic thinking, negotiating and conflict management and excellent communication skills.

You will also be required to:

- Acquire Aviation ASIC card (Airport security card) includes Australian police check
- Have a valid driver's license
- Have full unrestricted work rights in Australia

To apply, please respond with a cover letter and an up-to-date resume with reference contacts.

We appreciate your interest and wish to advise that only shortlisted candidates will be contacted.