



Overview

The ideal candidate will have demonstrated success working in DoD and foreign military as well as U.S. and foreign Civil ecosystems as a business development and sales professional, with strong interpersonal skills, a retained network of decisionmaker relationships and a demonstrated working knowledge of fixed-wing and rotary aircraft propulsion systems application principles.

Responsibilities:

The successful candidate will be responsible for a wide range of responsibilities, including the following:

- Responsible for acquiring new business with both Defense Aero and Civil PT6 gas turbine engine customers by furthering existing (or quickly developing new) high-integrity, high-trust relationships with key decision-makers, identifying their requirements, and delivering high-value solutions to address those requirements.
- Working collaboratively with the Turbopower management team and colleagues in a fast-paced customer focused, business development Sales and MRO Operations team environment developing complex strategic and tactical approaches to selling and closing deals.
- Proactive approach to analyzing, developing, and delivering strategic business solutions to meet company sales goals to include new PT6 MRO opportunities with new potential customers.
- Responsible for developing and furthering the development of long-term client retention and relationship building to ensure a cohesive implementation of the company's strategic sales process.
- Effectively managing several business development and sales campaigns in various stages of the New Business Life Cycle.
- Manage business development and sales workflow and assigned tasks in a structured manner to ensure they are completed accurately within the established deadlines.
- Respond to customers' Requests for Information and Proposals in a timely manner.
- Actively manage company CRM tool, completing regular and accurate updates.
- Participate in tradeshow, conferences, and industry day events, pursuing and following up on networking opportunities.

Education & Experience:

- Minimum of ten years' experience in Business Development and Technical Sales success in the U.S. and foreign Civil and Military fixed-wing and helicopter gas turbine engine market (PT6 preferred). Bachelor's degree in Business Administration or related field strongly preferred.
- Prior experience in writing sales proposals and product white papers is required. Experience completing market research, cold-calling, and prospect, lead, and opportunity qualification using tools such as LinkedIn.
- Possess a proven track record of awarded new business with both Defense Aero and Civil PT6 gas turbine engine.
- Proficient in Customer Relationship Management tools (Salesforce, MS Dynamics, etc.).
- Full MS 365 capability in Excel, Project, Word, Power Point, etc. Exceptional organizational, written, and verbal communication skills.
- Ability and willingness to be hands-on and work tactically with small teams.
- Set high standards and the demonstrated ability to coach the entire company on good business practices.
- Highly skilled in planning and tracking multiple simultaneous tasks in a high-pressure environment.
- Demonstrated experience leading and collaborating with diverse teams to solve complex challenges.
- This role will require 50%+ domestic and international travel.

Compensation

The expected compensation package will be competitive and commensurate with the candidate's background and experience.

Interested, qualified candidates can submit their resumes for consideration to resumes@turbopowerllc.com and reference position title in the subject line.

Equal Opportunity Employer - Vet/Disability - Drug-Free Workplace