



Title: Regional Sales Manager - PT6
Company: Turbopower, LLC
Location: Miami, Florida
Reports to: Executive Vice President /General Manager

Company Overview:

Turbopower, LLC (“Turbopower” or the “Company”) is a rapidly growing provider of maintenance, repair and overhaul services for gas turbine engines, auxiliary power units, components, and accessories to military and commercial customers worldwide. The Company provides services for Rolls-Royce T56 and Pratt & Whitney PT6 engines and holds numerous quality and customer certifications, including AS9110C, FAA/EASA Part 145 repair station and Rolls-Royce Authorized Maintenance Center certification. Turbopower operates out of a state-of-the-art 100,000 square foot facility with on-site engine test cells. Turbopower is an affiliate of Battle Investment Group, LLC and is based in Miami, FL.

Position Summary:

Turbopower is currently seeking highly motivated individuals to support the continued growth of its PT6 business. These individuals will be responsible for developing and working with domestic and foreign customers across military and commercial programs as a business development and sales professional, with strong interpersonal skills, a network of decisionmaker relationships and a demonstrated working knowledge of fixed-wing and rotary aircraft propulsion systems application principles. The ideal candidates will cultivate existing customer relationships, while building new customer relationships that align with the Company’s vision and business strategy. The individuals will be required to work closely with other leaders across the organization in a high-growth environment.

Responsibilities:

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

- Responsible for acquiring new business with both military and commercial PT6A/PT6T 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 one or more of the following regional markets:
 - South America / Latin America
 - North America
 - Middle East
- Working collaboratively with the management team in a fast-paced and customer focused environment to develop 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.
- Collaborate with internal account managers to ensure cost estimate, gross margin targets, and customer requirements are met.

- Respond to customers' requests for information and proposals in a timely manner.
- Participate in tradeshow, conferences, and industry day events, pursuing and following up on networking opportunities.

Education & Experience:

- 5+ years of experience in business development and technical sales success in the domestic and foreign marketplaces across commercial and military fixed-wing and helicopter gas turbine market in PT6 is required.
- Proven track record of awarded new business with both commercial and military PT6 gas turbine engine is required.
- 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.
- Prior experience working with CRM or other sales reporting tool required.
- Ability and willingness to be hands-on and work tactically with small teams.
- Proficiency with Microsoft Office Products as Excel, Word, PowerPoint, Outlook.
- 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.
- Bachelor's degree is preferred.
- Minimum 50% domestic and international travel required.

Knowledge, Skills, & Attributes:

- Solve problems with minimal supervision and meticulous attention to detail.
- Possess a LEAN mindset: always looking for more efficient methods to complete work at the organizational and individual level.
- Understanding of financial reporting and metrics.
- Demonstrated initiative, drive, and resilience; action and results oriented.
- Sense of urgency is evident in all aspects of work.
- Excellent communication and interpersonal skills.
- Ability to work independently and exercise judgment.
- Ability to effectively communicate in the native language of the region is a requirement for sales representatives to ensure clear and impactful customer interactions and relationship building.

Physical/Working Environment:

- Sales representatives residing within a 50-mile radius of the facility are required to work on-site, while those residing outside this radius will be considered for remote work opportunities, fostering a flexible and collaborative work environment. The work environment is a standard office and MRO shop setting.

Basic Schedule:

7:00 am – 3:30 pm Monday – Friday, additional time as needed.

Turbopower is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status.

Interested candidates can submit their resumes for consideration to: resumes@turbopowerllc.com