



• 3621 RAIDER DRIVE • HURST, TX 76053 USA • PH. 817-553-2155 • FAX 817-553-2162 •
careers@ahlersaerospace.com

Job Description

Job Title: Aviation Sales

Job Type: Permanent full-time

Shifts: 1 shift hours flexible, M-F (8-5)

Pay Scale: Based on Experience and Qualifications

Industry: Aircraft Instrumentation/Avionics facility (FAA and ISO9100/ISO Certified)

Experience Preferred: 5+ years.

Reports to: CEO

Equal Opportunity Employer

Job Overview: Ahlers Aerospace, Inc and Executive Instruments, Inc Hurst TX are seeking a Sales Professional to join our team. The two companies share common ownership and offer synergistic products and services. Both companies manufacture and repair aviation and instrumentation related items.

www.ahlersaerospace.com; www.ei-ets.com

Responsibilities

- Develop and execute a comprehensive sales strategy to penetrate new and existing markets that align with Ahlers Aerospace and Executive Instruments capabilities and growth objectives
- Conduct market research to identify new customers and market sectors with potential for company product and service offerings
- Contact regular and prospective customers to demonstrate products, explain product features, explore customer needs, and solicit orders
- Recommend products to customers, based on customers' needs and interests
- Answer customers' questions about products, prices, availability, and product uses
- Estimate or quote prices, credit or contract terms, warranties, and delivery dates
- Consult with clients after sales or contract signings to resolve problems and to provide ongoing support
- Identify prospective customers and sales opportunities by using order solicitation databases, business directories, following leads from existing clients, participating in industry organizations and clubs, and attending trade shows and conferences
- Track and report all sales activities
- Monitor competitors' products, prices, and sales activities as well as overall market conditions and trends



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- Travel within specified territory visiting current and prospective customers. Approx 5% travel required
- Collaborate with Ahlers Aerospace and Executive Instruments team members to understand products, market, customer base, and company strategies
- Perform administrative duties, such as preparing sales budgets and reports, maintaining sales records, and filing expense reports
- Other activities that support achieving sales goals

Qualifications

- Ability to work independently, establish priorities, and proceed with objectives without supervision
- Experience generating and maintaining relationships with current and prospective customers
- Proven experience in aerospace instrumentation and avionics related sales, with a successful track record in both new market expansion and growing existing customer base
- High ethical standards
- Keen understanding of the avionics and instrumentation markets, industry dynamics, and customer preferences in the specified core markets and new sectors
- Experience as a private pilot a plus
- Familiarity with Parts Base and/or similar products a definite plus
- Excellent written and verbal communication skills
- High School diploma minimum
- Proficient use of Microsoft Office products