

European Sales Representative – Aerospace & Defense

Strongly present in the Aerospace & Defense marketplace, our partnership with Dassault Systèmes opens new business opportunities. To face this development, we are increasing our sales team from January 2010.

Position Description

Reporting to the VP Sales Europe, the Sales Executive Aerospace & Defense will be responsible for:

- selling Intercim Manufacturing Operations Management software to major accounts on Aerospace & Defense market in Europe.
- Develop and maintain high level relationships at Exec level in these accounts (VP Manufacturing, VP quality, COO, CIO,...)
- meeting quarterly and annual quota objectives..
- cultivating and maintaining relationships with all partners associated with respective opportunities
- ensuring 100% customer satisfaction management with all respective customers
- understanding clearly the Intercim Sales Process and software value proposition.
- maintaining account and opportunity updates within Salesforce.com.

Qualifications

- ‘A’ player with minimum of 2 to 3 years sales experience in Enterprise software domain, if possible in Aerospace or Defense
- Track record of success in developing new business and managing a sales cycle, from generating leads to closing deals.
- Capability to leverage relationships and thorough knowledge of the territory, ability to sell, negotiate, network and close at the “C” level
- Highly motivated with an entrepreneurial spirit; self managing
- High degree of honesty and integrity
- Has attended Sales Process Training Courses (ie. Customer Centric Selling, Solution Selling)

Communication Skills

- writes and speaks clearly and succinctly in a variety of communication

settings, expressing complex concepts in terms that are understandable to various audiences

- prepares and delivers clear, smooth presentations and can manage group dialogue during presentation
- actively listens and conveys understanding both in groups and one-on-one; has the patience to hear people out and can accurately restate opinions of others
- organized with a focus on detail and thorough follow up skills

Compensation

Base salary + commission on quota