

**BELL HELICOPTER TEXTRON  
POSITION DESCRIPTION**

**POSITION TITLE:** Sales Representative  
**DIVISION:** Bell Helicopter  
**DATE:** Feb 2017  
**LOCATION:** Shanghai, China

**POSITION SUMMARY:**

This is an entry level sales/sales support role assisting Bell Helicopter’s global sales team by learning from the business in rotational assignments throughout the support functions. This position will also require organizing resources, presentation venues, preparing sales presentation materials, maintaining details on all contacts, preparation of sales reports and any other aspect related to reaching sales order and delivery targets. The successful Sales Rep will have increasing sales responsibilities and customer interaction through the generation of new leads. Position will also require close coordination and interaction with other stakeholders within Bell Helicopter and Textron.

**ORGANIZATIONAL RELATIONSHIPS:**

This position will report to the Sales Development Program Lead and Managing Director of China.

**PRINCIPAL DUTIES & RESPONSIBILITIES:**

- Learning through rotational assignments within each support function enabling a broad understanding of the skills needed to become a successful sales representative.
- Generate, cultivate, qualify and analyze new leads within the region.
- Identify, inform, manage and educate prospects through the sales funnel.
- Work collaboratively and proactively with other team members to achieve and exceed GDP goals and order/delivery targets.
- Coordinate delivery of marketing materials to prospects, leads and Regional Sales Managers.
- Coordinate and participate in aircraft deliveries.
- Attend and participate in tradeshow and customer events.

**REQUIRED EDUCATION AND EXPERIENCE:**

- Bachelor's degree with minimum 3.0+ GPA in Business, Marketing, Engineering or related field preferred
- High sense of integrity and can build productive relationships
- Manages expectations of customers, team-mates and supervisor
- Actively listens to others and proactively engage others in solving problems
- Proactive in addressing issues and takes responsibility

- Selfless – puts customer and team needs first
- Flexibility – adjusts real time when priorities change
- Positive and optimistic
- Experience and interest in the aviation industry is highly preferred.
- Demonstrated ability to work effectively in a complex, geographically-distributed organization with multiple value streams.
- Solid customer partnering skills. Proficiency in using customer requirements and feedback to help design customized solutions.
- Microsoft Office proficiency.
- Relocate to Fort Worth, Texas, United States for 40+ week rotational program