

TRU TEXTRON
POSITION DESCRIPTION

POSITION TITLE: Sales Manager - China
DIVISION: TRU China
DATE: Feb 2017

POSITION SUMMARY:

Reporting to the General Manager of Montreal facility the position holder will be responsible for sales of flight simulation products and services to customers in China. He/she will actively carry out business development activities in the region and will participate in the strategic development of the organization.

ORGANIZATIONAL RELATIONSHIPS:

The Sales Manager - China reports to General Manager of Montreal facility.

PRINCIPAL DUTIES & RESPONSIBILITIES:

- Manage the full sales cycle for a portfolio of existing and prospective customers, from the identification of business opportunities and new leads to the closing of sales.
- Analyze the clients' needs and determine the products and services to be offered.
- Participate actively in business development and commercial activities of the company in China
- Participate actively in the systematic development of the market.
- Participate actively in the development of product promotion strategy.
- Manage contract negotiations for clients under his/her responsibility and contribute to contract closure.
- Build win-win long term relationships with new and existing customers.

REQUIRED EDUCATION AND EXPERIENCE:

- University degree combined with minimum 10 years of experience in an aerospace sales position.
- Previous sales experience to businesses (B2B) with convincing results
- Knowledge of aviation (familiarity with flight simulation products is an asset)
- Ability to manage long and complex sales cycles
- Spoken and written English and fluent in Mandarin (Cantonese would be an asset)
- Desire to live and work in China (Beijing or Shanghai)
- International profile with ability to adapt to different business cultures
- Interest and willingness to travel frequently (50% of the time)
- Focus on results