

Sales Representative – China

Bell Helicopter- Textron

Reports to: Managing Director North Asia

This is a sales support role assisting Bell's China sales region by developing product literature, proposals, purchase agreements, and customer quotes. 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 the effective administration of the sales team. After a period of learning the business, the successful candidate may have the opportunity to take on increasing levels of responsibility. Candidates will be assigned to work in China, in the Bell Helicopter/Textron office in Shanghai.

Responsibilities:

- Compare, differentiate and communicate product features based on customer needs and requirements.
- Advance into roles of increasing customer interface and responsibility.
- Develop sales literature, sales proposals, and purchase agreements.
- Coordinate delivery of marketing materials to Sales Managers.
- Develop and implement plans for aircraft demonstrations, trade shows, and sales meetings.
- Forecast annual sales goals.
- Ensure that Salesforce.com is current for assigned region.
- Assist Sales Managers and Independent Representatives in the coordination of concurrent completion of purchase agreements, deposits, configuration specifications, interior design and exterior paint designs
- Track aircraft manufacturing and completion progress from time of sale through delivery. Coordinate aircraft deliveries.
- Track and assist customer activities required to allow import, assembly and operation of aircraft in China.
- Support achievement of annual sales goals for assigned region.
- Monitor budget for assigned region.
- Work with Finance, Customer Support Services, Contracts and Legal departments to ensure compliance.

- Serve as Bell's primary point of contact for Spare parts supply in China.

Qualifications:

Education:

Bachelor's degree in business, engineering, finance or related field. (Masters Degree preferred.) In lieu of degree, six years of closely related experience in aviation/aerospace industry may be considered. (Rotorcraft experience preferred.)

Position requirements:

- At least 3-5 years of experience in Sales, Marketing, Customer Support, Finance, Supply Chain or related areas
- Fluency in English is required. Spoken and written fluency in Mandarin language is required. Previous China-based work or education experience is strongly preferred.
- Excellent relationship building skills.
- Knowledge of aviation and, in particular, helicopter operations is preferred.
- Demonstrated organizational skills, written/oral communication skills and proficiency in Microsoft Office software.
- Ability to grasp concepts and skills along with potential to assume a more responsible role over time.
- Position will be located in Bell Helicopter/Textron China offices with limited international travel.

Job Field: Sales

Primary Location: Shanghai, China

Schedule: Full Time

Job Level: Individual Contributor

Shift: Day