

**BELL HELICOPTER TEXTRON  
POSITION DESCRIPTION**

**POSITION TITLE:** Sales Development Program  
**DIVISION:** Bell Helicopter  
**DATE:** Aug 2018

**POSITION SUMMARY:**

This is an entry level role supporting Bell Helicopter's global commercial aircraft and aftermarket sales teams that allows employees to learn from the business in rotational assignments in Marketing, Customer Support & Services, Finance, Contracts, Pricing, Business Operations and Business Development. This position will also require organizing resources, preparing sales presentation materials, maintaining details on accounts in Sales Force, preparation of sales reports and any other aspect related to reaching sales order, delivery targets, and supporting the rotational departments. The intent is to identify individuals that will be a successful Sales Representative in new aircraft and/or aftermarket sales and equip them with the training necessary to support the sales team in their home country. This position also requires close coordination and interaction with other stakeholders within Bell Helicopter and Textron in the United States and abroad.

**RESPONSIBILITIES**

- Training through rotational assignments within each support function enabling a broad understanding of the skills needed to become a successful sales representative – complete all required work tasks.
- Develop strong technical skills on all production aircraft and present information to business leaders.
- Identify, inform, manage and educate prospects through the sales funnel.
- Develop a strong understand of both new commercial aircraft and aftermarket department.
- Create material in all rotational assignments to present and be used on each department team.
- Compose customer visits during in-field training in home country.
- Coordinate and participate in aircraft deliveries; achieve and exceed order/delivery targets.
- Sales Force administration – input customer data; update and create commercial aircraft specifications.
- Attend and participate in tradeshow and customer events, if applicable.
- Sales methodology training; create presentations, skills practice, mock customer conversations.

## **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