



Textron Trading (Shanghai) Co., Ltd

Textron Aviation TEXTRON

POSITION DESCRIPTION

POSITION TITLE: Sales Development Program - China

DIVISION: Textron Aviation

DATE: Oct 2018

Job Summary

This position is an entry-level rotational program based out of China. The position provides the opportunity to participate in the Asia Pacific Sales Development Program at Textron Aviation. The Asia Pacific Sales Development Program (APSDP) is a yearlong program that consists of three functional rotations that focus on the key elements of our business. The APSDP will gain not only an understanding of the how and why we do business but will gain operational and business experience in areas related to customer facing role: business and sales operations, Cessna and Beechcraft product knowledge, business finance, negotiations, customer marketing and strategy. The APSDP will be responsible for tactical day-to-day responsibilities and significant project assignments during each rotation as assigned by the host function leader. The APSDP will be assigned to a sales zone throughout the program and will work with zone leadership to better understand the sales process. Upon successful completion of the training program, the APSDP will have an opportunity to interview for a customer-facing/field-based position in one of the functional areas from the rotation process.

Job Responsibilities

- Rotations through the following functions: Customer Service; Business Operations; and Sales Operations
- Complete applicable training courses, curriculum and other product training as assigned
- Provide requested support to host function leadership during each rotation cycle
- Learn and effectively utilize available resources (reports; salesforce.com; etc.) in each function as applicable
- Apply learning to professional scenarios
- Working with and supporting a team environment

Education/ Experience

- Bachelor's Degree in:
- Sales

德蒔隆贸易（上海）有限公司

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TEXTRON

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- Marketing
 - Business
 - Entrepreneurship
 - Economics
 - Finance
 - Other related fields
-
- Have an aviation interest

Qualifications

- Excellent verbal and written communication skills
- Professional and diplomatic demeanor
- Action oriented and seizes opportunities
- Able to deal with ambiguity
- Intercultural sensibility
- Strong analytical and problem solving skills
- Builds and maintains constructive relationships
- Proficient in Microsoft Office
- Mobile and willing to travel

The above statements are intended to describe the general nature and level of work being performed by employees assigned to this job. They are not intended to be an exhaustive list of all responsibilities, duties, and skills required of personnel so classified.

Job Field

Sales

Primary Location

China-CN-Shanghai

Recruiting Company

Textron Aviation

Schedule

Full-time

Job Level

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TEXTRON

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Individual Contributor

Shift

First Shift

Travel

Yes, 50 % of the Time

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