

**Job Title:** Sales Manager

**Reports To:** Managing Director

### Job Summary:

Reporting to the Managing Director, the successful candidate will deliver the Company's revenue growth plans by generating leads and increasing sales conversions of our flagship aviation software; skybook. We're looking for someone who is highly experienced as a Sales Manager, specifically having a proven track record of sales in the global aviation software market.

### Accountabilities:

- Manage all day-to-day inbound sales enquiries
- Develop new opportunities to facilitate delivery of quarterly/annual sales quotas
- Maintain an adequate qualified pipeline to facilitate delivery of quarterly/annual sales quotas
- Attend industry conferences and customer visits to support delivery of sales targets
- Work with the Marketing Team to ensure that our product placement is effective
- Manage the end to end sales process, ensuring that the quality of service is outstanding
- Work with the technical team to keep abreast of skybook roadmap developments, ensuring that new product features are communicated to current and potential customers in order to increase sales revenue
- Keep up to date with competitor movements within the aviation software market
- Any other ad hoc duties when requested by Senior Management

### Education and Experience:

- Bachelor's degree in business/management preferred or relevant work experience
- Demonstrable proof of effective prospecting to ensure that our products are demonstrated to key decision makers within airlines
- Outstanding enthusiasm, passion and the determination to succeed
- Demonstrable experience in lead generation with the ability to qualify genuine opportunities from these leads
- Tech savvy with a keen eye on how to position Bytron Aviation Systems on various social media platforms to reach the right audience
- Excellent communication skills, both written and verbal
- A natural enthusiasm and passion for sales alongside a determination to succeed
- A desire to continually learn, pick up new skills and increase your knowledge of the sector and products
- Experience working in an airline supply chain environment would be an advantage

\*\* although not a specific requirement of the role, due to the location of the offices the successful candidate will be a driver with access to a vehicle

### Qualities:

- Self-motivated and hard worker
- Ability to receive feedback and constructive criticism positively
- Putting the customer first and using quality as a prime driver of outcomes
- Desire and willingness to learn
- Organised, effective and demonstrate excellent time management
- Results oriented and customer focused
- Excellent attention to detail
- Strong communication skills: written and verbal

- Ability to work well within a team, as well as taking initiative and work independently
- Existing relationships in the commercial aviation software market
- Strong interest in aviation
- Proven track record in delivering on sales targets

## Location:

Headquartered approximately one mile from Humberside Airport in the small village of Kirmington. We are surrounded by the picturesque Lincolnshire countryside ideal for a lunchtime walk. The local pub, The Marrowbone and Cleaver and St Helena's Church are just a couple of minutes away.

## Staff Benefits:

- Uncapped commission structure
- 25 days annual leave, increasing with service, plus public bank holidays
- Pension scheme
- Flexible working hours
- Free fruit and drinks at work
- Training and development opportunities

## How To Apply:

Please forward your current CV and covering letter explaining why you're the best candidate for this position to our recruitment team: [jobs@bytron.aero](mailto:jobs@bytron.aero)

[This role is not open to candidates via recruitment agencies](#)