

Consultant for our South American Market

NYCO is a French independent and privately-owned company, expert in the development and manufacture of high-performance lubricants and synthetic ester bases for Aeronautics, Defense, Industry and Automotive.

We are currently looking for a Consultant based in South America. While you will be located in South America, you will report to our Sales Team located in our HQ in Paris, France.

Your main objectives will be to:

- Develop the local sales in civil aviation and military sector.
- Strengthen existing business while prospecting new markets.
- Analyze marketplace dynamics and identify new potential customers.
- Support our local partners for commercial development and technical support to customers.
- Define and execute the company's' business strategy in South America.

Responsibilities:

- Oversee commercial and marketing follow-up.
- Manage and promote the range of products in all South America markets.
- Promote and sell the company's product range, especially new developed products.
- Negotiate distribution agreements and commercial covenants.
- Coordinate orders with our Customer Support Team.
- Technical support and presentation to local partners and customers.

PROFILE

- You are charismatic, proactive, and capable of representing a company.
- You have an entrepreneurial spirit.
- You have a degree in Marketing / Sales / Management and ideally have a Technical / Scientific degree as well.
- You are familiar with international trade.
- You are fully fluent in English and Spanish. Portuguese would be a plus.
- You are willing and able to travel on the continent.
- 10 years' experience in the aeronautical or military sector, with significant success of development in these sectors.
- At ease with a military environment.

Please send your resume to: François FAY at francois.fay@nyco-group.com