

## **SALES & MARKETING MANAGER – EMEA**

NYCO is a worldwide-recognized manufacturer of synthetic esters and specialty lubricants for the Civil Aviation, Defense & Industry markets.

Thanks to more than 60 years' field experience in defense business and pioneering in turbine oil development, NYCO has become the reference supplier for Air-Sea-Land Forces as well as a key partner for civil aviation stakeholders: airlines, OEMs, engine and aircraft manufacturers, MROs and distributors around the world.

Following the expansion of the Civil Aviation branch, NYCO is looking for a highly motivated candidate to fulfill the position of

### **SALES & MARKETING MANAGER (EMEA)**

Under the Civil Aviation branch, the Sales & Marketing Manager (EMEA) is in charge to develop, promote and deploy the NYCO full range of lubricants in the commercial aviation industry.

#### **RESPONSIBILITIES**

- Keep tracking of existing customer base in the assigned territory
- Identify new business opportunities to increase market share
- Manage an existing distribution network
- Achieves sales targets by product line for the assigned market
- Develop revenue opportunities to maximize revenue growth
- Contract negotiation
- Reporting, follow-up and tracking on performance
- Develop a strategic prospecting plan to address the potential opportunities
- Marketing benchmark intelligence tracking within the region
- Participate to global meetings to share specific market knowledge

#### **KNOWLEDGE AND SKILLS**

- Aeronautical or mechanical engineer with at least 3 years of experience on the aerospace business, business oriented
- Understands Airline, MRO and distributors network for the civil aviation market
- Demonstrated sales growth track history
- Deep knowledge of the civil aviation after sales market
- Technical knowledge of the aviation industry and key makers
- French and English mandatory, other language will be consider as an advantage
- Travel availability within the EMEA territory

Contract Type: permanent contract

Work Experience: experienced (min 3 years)

Location: Paris, NYCO HQ

Please send you resume and motivation letter to Camille PINOTEAU:  
[camille.pinoteau@nyco-group.com](mailto:camille.pinoteau@nyco-group.com)