

SALES & MARKETING MANAGER - Defence sector

Specialized in aeronautical lubricants, our group is a world-renowned expert in the formulation and development of engine oils, greases and other fluids for the Aeronautics and Defence markets. As part of our development, we are looking for a:

SALES & MARKETING MANAGER - Defence sector

As Sales & Marketing Manager, you will report to the Head of Sales of the Military Division and be responsible for the sales development of our products in the military market (particularly aviation) as well as for the Aero-Derivative Turbines (AGT). The targeted clients are ministries, army corps, maintenance centers, manufacturers, oil companies, local agents and distributors and other operators or service companies. With the help of our Customer Support teams and our Technical Department, you will carry out the following missions in a geographical area defined with the Sales Manager:

Missions

- Customers acquisition in the Defence and AGT markets and contract conclusion
- Sales development for our existing customers (new needs, new products, ensuring that we receive all requests for our product portfolio)
- Gain market data and analyzes: competing products, prices, availabilities...
- Provide information on new product development opportunities (with business case studies)
- Participating in trade fairs and conferences
- Regular reporting to your line manager

Profile

- Engineer Degree in Aeronautical, Mechanical or Sales, you have a minimum of 5 year experience in sales with customers in the aeronautical or military sector abroad
- You speak fluently English and are ready to travel a lot
- You are passionate about prospecting and winning new contracts, driven by the desire to develop your business, you have an acute sense of interpersonal skills, and the ability to establish relations within complex organizations
- You have personal qualities such as: entrepreneurial spirit, team spirit dynamism, perseverance, strength of conviction, you like challenges and have the ability to take initiatives
- Knowledge of the military sector, armed forces and manufacturers, is a plus

Type of contract: permanent contract

Starting date: as soon as possible

Location: Paris, France

Please send your resume in English or French to: celine.lafage@nyco-group.com