



JOB DESCRIPTION

Job Title	Sales Manager
Reporting To	Sales & Marketing Director
Version Number	1.0
Direct Reports	None

Purpose Of Job

To manage the identification, pursuit and capture of sales opportunities for allocated areas of MNL business.

Key Duties & Responsibilities

- Identification of new opportunities
- Develop capture plan for allocated enquiries
- Manage pursuit of allocated enquiries
- Manage Sales Department response to allocated opportunities
- Close allocated opportunities within the limits of authority provided
- Maintain close relationships with key customer stakeholders
- Prepare and deliver sales presentations
- Provide subject matter expertise for customer interactions and bids
- Act as customer voice within MNL

Technical Requirements

- Knowledge of ATC and Aviation
- Experience in sales and customer relations
- Good organization, presentation and influencing skills
- Strong computer skills
- Proficiency in Microsoft Office programs and other software used with the simulators

Education & Experience

- Good standard of education with good standard of written and verbal communication