



## **FULL TIME SALES EXECUTIVE**

### **Location**

Cape Town, South Africa.

### **Company description**

Hi-Fly Marketing is a South African based aviation services firm, with a particular focus on technology systems and engineering expertise for improving operational efficiency and safety.

We are the exclusive representation agency of the following leading aviation services companies in Sub-Saharan Africa:

ADSOFTWARE	<a href="http://www.adsoftware.fr">www.adsoftware.fr</a>
VECTOR AEROSPACE FRANCE	<a href="http://www.vectoraerospace.com">www.vectoraerospace.com</a>
NORDAM	<a href="http://www.nordam.com">www.nordam.com</a>
SAFRAN ELECTRONICS & DEFENSE	<a href="http://www.safran-electronics-defense.com">www.safran-electronics-defense.com</a>
LITSON & ASSOCIATES	<a href="http://www.litsonandassociates.com">www.litsonandassociates.com</a>

### **Job description**

Customers prospecting and new business development, customer management, contract negotiation, debt recovery and sales processes.

### **Key Competencies**

The candidate must have a demonstrable previous significant B2B sales experience (3 years minimum) preferably within the Aviation industry.

If the candidate is from another technical industry, he/she would have to learn the technicalities of the Aviation industry together with the rules and regulations applicable.

This position requires patience, precision, adaptability, autonomy, consistency and proactivity.

### **Skills and required Competencies**

Matric and at least 2 years Post Matric Studies or equivalent experience.

At least 3 years of professional experience in a similar position.

Excellent oral and written English communication skills.

French, Portuguese & Arabic would be an advantage.

Must be computer literate (Good knowledge of MS Office & Internet).

Must be resourceful, flexible and detail-oriented.

Robust, collaborative team player with the ability to engage and multitask at all levels.

Ability to work under pressure and in a changing environment.

Good interpersonal skills, Self Management, Planning and Organizational skills.

Ability to work within tight deadlines.

Must be resourceful, flexible, details oriented and with high level of accuracy.

Output orientated and business focused.

Ability to problem solves and resolve customer issues.

## Contact Info

Tel +27 (0)21 813 6980  
Cell +27 (0)82 574 9694  
Email [info@hiflymarketing.com](mailto:info@hiflymarketing.com)

## Address

Unit 406  
79 Roeland street  
Cape Town, 8001  
South Africa





## **Main duties and accountability**

Identify and generate new business opportunities and create bespoke solutions for clients; leverage relationships in order to introduce all service/ product areas to clients.

Achieve and exceed new business sales targets by effectively promoting products and services such as: maintenance software, flight data monitoring, engine maintenance, aviation safety and general aviation support services.

Manage client relationships and represent the company on events as and when required.

Achieve /exceed sales targets and drive growth.

Maintain and develop a computerized customer and prospect database.

Plan and carry out direct marketing activities to agreed budgets, sales volumes, values, product mix and timescales.

Develop ideas and create offers for direct mail and marketing to major accounts by main market sector and products.

Actively respond and follow up to sales enquiries by email and telephone.

Retain, nurture and grow existing and new customers through planned individual account support, and liaison with internal order-processing staff. Collaboration with other departments is an important responsibility to achieve consistent high customer satisfaction (contact with the technical department, for example, to deal with any product or technical queries).

Liaise and attend meetings with other company's functions/partners in order to support business and organizational development.

Maintain up to date sales records as a basis for reports to the senior management team at all times.

Monitor, report on activities and provide relevant management information.

Assist with external marketing activities of web marketing, corporate communications and research.

Attend training to develop relevant knowledge and skills.

Perform all basic and required administrative and reporting duties related to the business activities and position.

Any other tasks as may be assigned by management from time to time.

Specific training to develop relevant knowledge and skills will be provided.

Salary package is commensurate with experience and academic strengths.

Send your CV and a motivation letter to: **[assistant@hiflymarketing.com](mailto:assistant@hiflymarketing.com)**

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