

Greenwich AeroGroup

Job Description

Avionics Product Specialist

Job Purpose:

Responsible for increasing avionics sales through knowledge of avionics products, avionics systems integration and FAA compliance. Proficiently producing quotes and providing other Greenwich AeroGroup MRO sales personnel a foundation for avionics knowledge.

Requirements of the Position:

- Background encompassing ten years of engineering, planning and/or performing avionics installations in turbine, piston and rotor aircraft a plus.
- 3-5 years of experience costing/pricing and negotiating/selling avionics.
- Possess strong sales and closing skills.
- Result-oriented; work independently, as well as a part of the team; self-starter.
- Well acquainted with avionics installation and FAA regulatory compliance rules.
- Demonstrate a solid understanding of business aviation avionics systems, interfaces, manufacturers and marketplace trends.
- Working knowledge of aircraft maintenance programs and zoning practices.
- Perform well in fast-paced environment while maintaining a high degree of flexibility, accuracy and attention to detail.
- Prioritize and run multiple projects simultaneously.
- Exhibit a general ability with MS Office including the creation of spreadsheets, quotes, customer letters, databases and reports (Excel and MS Word).
- Maintain respect for colleagues in other departments and encourage positive results when faced with challenges (schedule, budget, etc.) and otherwise.
- Excel in initiative and judgment to make recommendations for improvements in processes and product offerings.
- Display assertiveness with vendors and deal effectively with demanding customers.
- Value the customer and provide unparalleled customer service.
- Able to acquire a secret clearance.

Scope of Responsibilities:

- Research and quote parts, labor and outside services for various airframes and avionics systems accurately.
- Aid customers in determining the best solutions for their mission profile and personal preferences.
- Develop and maintain avionics product sales/up-sell tools, checklists, sales processes, practices and marketing materials.
- Assist RSM with negotiating terms and pricing for customers with the goal of maximizing gross profit while being competitive in the marketplace.
- Collaborate with Greenwich AeroGroup MRO sales force at point of sales through direct consultation with customers as required, including traveling to customer locations.
- Communicate with production scheduling to ensure labor resources are available for required work. Confer with scheduling and service managers as needed when challenges arise.
- Summarize quarterly results in agreed-upon measured areas for coaching discussions with Product Manager.
- Respond promptly to customer questions in addition to quote inquiries and initiate post-sale visit/follow-up if appropriate.
- Uphold a high level of service to other Greenwich MRO staff.
- Foster and build relations with avionics goods/services suppliers.
- Attend relevant trade shows and events.
- Comply with and enforce all company rules, code of ethics and business practices.
- Cooperate effectively and proactively with the avionics, inspection and engineering departments to approve avionics proposals for regulatory compliance, technical accuracy, tooling and training for the avionics system(s) being proposed.
- Handle paperwork in a timely manner (obtain signed quotes, handle expense reports, create build sheets for projects, report on quarterly results, etc.) Stay at or below budget for travel, business entertainment, etc.
- Provide input to Product Manager on emerging market trends.
- Perform other duties as assigned periodically by the position's superiors.
- Understand the necessity of travel as well as occasional night and weekend work.
- Position is located in Boise, ID.
- Position reports to Director of Avionics Products