

Job Title: Account Manager – Aerospace Parts

About Us:

Olympic Aviation is a leading supplier, distributor, and broker of aerospace parts, hardware, chemicals, and metals. We are committed to providing high-quality products and exceptional customer service to the aerospace industry, with a focus on meeting the needs of the aerospace MRO and distribution market.

Position Summary:

We are seeking an experienced Account Manager specializing in aerospace parts to join our team. This role is responsible for sourcing (RFQs), quoting (markups), and problem-solving daily aerospace customer issues. The ideal candidate will have extensive industry experience with aerospace customers (MROs), with a strong preference for those experienced in foreign military sales (FMS). This position requires expertise in selling both from stock and brokering items by sourcing the best pricing from vendors on the market. Additionally, the candidate must have previous experience handling customer accounts and the ability to address customer issues with professionalism and tact.

Key Responsibilities:

- Source aerospace parts and materials to meet customer needs.
- Prepare and deliver quotes, including appropriate markups.
- Address and resolve any issues related to new and existing orders.
- Address daily RFQs from aerospace customers, ensuring timely and accurate responses.
- Develop and maintain strong relationships with both new and existing customers.
- Identify and establish relationships with reliable vendors to obtain competitive pricing.
- Manage customer accounts and address customer issues with professionalism and tact.

Requirements:

- Proven experience in the aerospace industry, particularly with aerospace MROs.
- Strong preference for experience in military sales (FMS).
- Proficiency with the following tools:
 - ILS
 - PartsBase
 - Haystack IHS
- Proficiency in Microsoft Outlook and Excel.
- Demonstrated ability to apply percentage markups for a high volume of line items.
- Exceptional attention to detail and accuracy in all tasks.
- Excellent problem-solving skills and the ability to adapt to changing circumstances.
- Strong communication skills, both written and oral.

Preferred:

In-depth knowledge of aerospace hardware, rotables and electronic components, and how they relate to the aerospace MRO and distribution markets.

Why Join Us:

- Competitive salary
- Performance driven incentive compensation
- Medical, Dental, Vision
- 401k w/ 4% matching
- Free life insurance
- Paid vacation and holidays
- Paid sick time
- Opportunity to work with a leading company in the aerospace industry.
- Collaborative and supportive work environment.
- Opportunities for professional growth and development.

ITAR Compliance Statement:

This position requires access to or use of information subject to the International Traffic in Arms Regulations (ITAR). Therefore, all applicants must be U.S. Persons as defined in the

ITAR (U.S. Citizen, U.S. Permanent Resident, or other protected individual as defined by 8 U.S.C. 1324b(a)(3)).