

Job Title: Business Development Manager

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 Business Development Manager with expertise in the aerospace distribution market to help expand and achieve our company's business objectives. This role is responsible for forging new business pathways by leveraging a deep understanding of core business principles and introducing our offerings to potential customers. Additionally, this position will focus on cultivating relationships with both new and existing customers and enhancing distributor partnerships to improve and streamline company capabilities. The ideal candidate will be highly organized, articulate, and adaptable, with a strong ability to quickly understand business needs. Exceptional communication skills, both written and oral, are essential. Candidates should have a demonstrated track record of success in business development and sales.

Key Responsibilities:

- Evaluate and develop qualified sales leads
- Actively visit customers, new or existing
- Interface with internal sales teams and conduct market research to analyze prospective business opportunities
- Develop business plans and sales strategies for each market segment that ensure the attainment of company goals for growth and profitability
- Define appropriate systems for identifying and qualifying marketing leads
- Manage the effective hand-off of qualified leads from strategic business development to sales and business unit teams
- Directly manage and/or coordinate activities related to developing strategic customer accounts
- Establish and execute marketing and business development strategies
- Assists inside sales as required with converting ad-hoc opportunities
- Attends Trades Shows, and Customer/Supplier Seminars

Requirements:

- Bachelor's degree in business administration, Engineering, or 5-7 years commensurate experience in the applicable field
- 5+ years' experience in account development for both inside and outside sales

- In-depth knowledge of sales and marketing strategies and applications within the aerospace MRO and distribution marketplace
- Thorough understanding of aerospace customer service
- Knowledge of aerospace MRO and distribution needs and requirements.
- Expert knowledge of business management principles
- Compiles financial models and ROI assessments
- In-depth knowledge of contracts and long-term agreements
- Broad commercial and business awareness of value-based pricing and cost-benefit analysis
- Knowledge of customers' purchasing department structures and decision-making processes

Preferred:

In-depth knowledge of aerospace hardware, components, expendables, chemicals, and metals and how they relate to the aerospace MRO and distribution markets

Travel:

This role will require approximately 50% travel (domestic & international)

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