

## Inside Sales Representative

Well known aviation service and supply company with offices in Houston and New Orleans has openings for Inside Sales and Customer Support Representatives. Established since 1985, the company provides analytical testing services, chemicals, and aircraft parts and supplies to regional airlines, corporate flight departments, and general aviation. The company is positioned to realize substantial growth, with more than 25 employees and current sales of over \$6 million annually. This position will offer a substantial bonus based on performance and ability to meet goals.

### Job Summary:

Selected candidates will be responsible for sales to the aviation industry in a specific geographical region. You must have demonstrated the ability to support existing customers, and acquire new sales by building relationships with existing and new accounts. Experience in the aviation industry is a plus.

Although a relatively small company, the potential for earnings and growth for the right individuals is great. We offer a professional, results-driven environment coupled with an attractive compensation and benefits package, which includes medical, dental, life insurance and 401K. The compensation plan is weighted heavily toward commissions, but includes a salary, benefits, and bonus program; total earnings will be based upon your hard work and results. If you are a proven performer, you will have the opportunity to earn over 50K in the first year. The right person with the ability to perform can continue to increase his/her compensation in direct proportion to the company's earnings. This position reports directly to company Vice President.

### Requirements:

- At least 3 years experience in inside telemarketing sales, with proven ability to perform.
- A strong background in inside sales, telemarketing systems, and strategies.
- Experience using contact management software to monitor, direct, and increase sales.
  - Telemagic and MAS90 experience is a definite plus.
- Proactive sales to maximize profit/productivity in accordance with company vision and values.
- You should have received some professional sales training.
- Exhibit superior communications, presentation, and listening skills.
- Firm commitment and dedication to achieving positive results.
- Demonstrated proficiency in MS Word, PowerPoint, and Excel.
- Bachelor's degree in a related field is preferred, but not required.
- Ability to set targets and design sales growth plans.
- Must have excellent time management skills.
- Demonstrated analytical, negotiating, and problem-solving skills required

You must have proven ability to perform the following:

- Drive sales over the telephone and bring new opportunities in your assigned territory.
- Meet reasonable goals for growth, customer retention, and profitability.
- Establish and maintain client relationships and programs
- Initiate and coordinate development of action plans to penetrate new markets
- Prepare quotations, bids, and company/product presentations
- Contribute to an environment of success.
- Evaluate and maintain customer pricing and profitability.
- Develop new channels for distribution of products in your assigned territory.
- Apply established marketing skill set.

If you are a qualified candidate, please send your resume and earnings history to:  
Mr. Wayne Odegard by email at: [wayne@avlab.com](mailto:wayne@avlab.com) or by fax to 713-864-6990