

## JOB DESCRIPTION

### Corporate Sales Manager (Region Philippines) – Corporate Sales

Ref. J074/WW/DC/C0108/2019

- Top 5 MRO.
- Develop a valuable relationship.
- Deliver to the business.

Our client is a large European maintenance repair organisation, with broad product portfolio of services. They have a significant presence in Asia and they are now looking for a Corporate Sales Manager based in Manila, Philippines.

You are in the industry or can quickly adapt to build long lasting relationships with the customers. You can transcribe the pulse of the customer into a business requirement, and working across the company, deliver it to their satisfaction.

This is also sales and marketing and you will be supporting customer and corporate events in the region.

You are structured in making regular customer visits, identifying the key players, and developing and executing the communication plan. You will lead the review meetings and ensure the agreed deliverables are met and exceeded.

Winning the business will mean supporting internal teams in contract negotiations, chasing leads and overseeing the sales projects.

You will be familiar in tendering, formulating proposals, and making them unique to the customer.

As person at the coal face in this region, you will support corporate strategy development and implement it.

This is the leading edge of aviation maintenance, so you will ideally already working in aviation or aerospace. You will have a solid reputation in sales and have business head. You enjoy making relationships and turning them into business requirement. You are comfortable working independently and also be part of a global team, in one moment a team member, and the next a team leader. Ultimately, you can deliver consistently. Be fluent in English and Tagalog and if you can speak another European language that would be advantageous.

Look Forward to a career in leading edge aircraft maintenance and Act Now.

***Interested candidates please send your CV to [stepup@stepup.com.hk](mailto:stepup@stepup.com.hk) or visit the website <http://www.stepup.com.hk/opportunities.html> to submit your application. Candidates should submit their CVs with true, compete and accurate information.***