

Brüel & Kjær EMS Americas Invites Applications For Senior Business Development Manager - Airports

This position reports to the Director - Brüel & Kjaer EMS Americas with the responsibility to drive new opportunities across the EMS Airports product range primarily in the Americas. Expectations of the position are to drive incremental revenue and 100% renewals across the existing customer base; to increase bookings and revenue; to grow market share, and to enhance the customer experience to meet the Company's annual sales targets.

While the office associated with this position is in the Sacramento, CA area, we are open to discussing a virtual office environment if the location is conveniently located to accessing the air transport industry in the U.S.

Areas of responsibility are:

- Drive new opportunities and build qualified pipeline for B&K EMS in the airport segment within the defined territory.
- Meet and exceed sales quotas in the airport segment and deliver increases in recurring revenue by signing multi-year agreements.
- Accurately forecast short, medium and long term sales opportunities and document them in the corporate CRM.
- Work closely with existing customers to add incremental sales revenue and achieve 100 percent renewal on existing contracts.
- Follow the EMS sales principals and strategies for developing new opportunities.
- Manage the distributor and representative networks and work with B&K S&V colleagues to meet or exceed established targets where appropriate.
- Identify market opportunities within assigned Americas sales territory.
- Develop and maintain professional relationships with key customers.
- Develop and maintain professional relationships with appropriate government and industry bodies including the FAA.
- Identify competitor strengths, weaknesses, and overall market position.
- Prepare and support tenders, quotation preparation and delivery to customers.
- Provide market feedback and act as the "voice of the customer" internally.
- Work with internal stakeholders to ensure that the local sales teams have product sales collateral, training and updates where necessary and support preparation for regional marketing strategies and campaigns
- Support exhibitions, marketing campaigns, conferences and tradeshows in the region.
- Coordinate customer relationships and problem areas with local and regional customer service and support teams

Ideal Personal Attributes and Competencies

- Acts ethically and with high-integrity per company's guidelines and procedures.
- Excellent English written and oral presentation skills with fluency in a second language (Spanish or French) preferred.
- 10+ years' progressive sales experience in aviation services (preferred), software managed services, environmental testing or measuring systems, integrated capital goods equipment market, or relevant industry solution sales experience in a direct sales role.
- Experience in selling complex, value based solutions including software and services.
- Familiar with a standard structured sales methodology and demonstrable success at closing sales, increasing revenues and market share.
- Demonstrable ability to increase pipeline and manage/maintain an accurate forecast of short (monthly), medium (quarterly) and long term (annual) sales.
- Excellent interpersonal, communication and presentation skills
- Willing to regularly travel within the Americas, and able to travel to Europe and Australia when necessary.
- Leadership experience and ability to motivate customers and influence matrix sales teams.
- Fluent use of Microsoft Word, Excel and PowerPoint products.
- Ability to build and manage relationships with customer senior and executive management as well as appropriate government and industry bodies.
- Intuitive, able to extract customer requirements from sometimes vague descriptions.
- Experience in setting up and executing sales campaigns.
- Self-motivated, driven to succeed.
- Analytical, creative, out-of-the-box thinker.

Salary & Benefits

Salary for this position is very competitive and commensurate with experience with a discretionary bonus program. For instructions on how to apply, please [click here](#) to see the recruitment brochure, or visit the searches tab at www.adkexecutivesearch.com.

Filing Deadline: Open Until Filled.