

ARGUS International, Inc. is Growing Regional Sales Manager Position Available

ARGUS International, Inc.: Founded in 1995, ARGUS is the worldwide leader in specialized aviation services that allow organizations around the globe to improve their operational and business decision making. Our mission is to exceptionally deliver relevant and valuable information solutions to the Business Aviation, Air Carrier, Rotary Wing, UAS, and the overall Aerospace marketplace.



ARGUS is currently seeking a Full Time Regional Sales Manager to join our team. This position will work at our Denver, CO location.

The Regional Sales Manager will be responsible for the overall management of his/her sales territory and unique markets with the objective of meeting or beating published goals related to sales revenue, sales by product, or other metrics established by Company management.

Major Responsibilities and Duties:

- Annual sales planning and management for the assigned territory/markets to include:
 - Market awareness
 - Location of prospects – identify clustering opportunities
 - Trends – growing vs shrinking, aircraft types, missions, etc.
 - External factors affecting your market
 - Competitive insight – company, product, price, key prospects
 - Input on
 - Marketing needs required to support sales efforts
 - Tradeshow and Conference participation, budgeting and ROI
- Maintain required currency of knowledge on applicable products and services as well as maintaining an overall awareness on the specific markets for which you are responsible, in an effort to develop or modify sales plans based on actual market conditions and trends.
- Sales activities will include, but not be limited to the following:
 - Selling ARGUS services via in person sales calls and business to business phone sales, contacting the prospects, establishing positive relationships, presenting professional sales information to the prospects, and negotiating to a closed sale
 - Telephone, internet, and face-to-face discussions of company services
 - Representing company at trade shows and conferences
 - Salesforce database management
 - Proposal preparation, submission and tracking
 - Self-generating leads
 - Follow up on all leads until there is a definitive status or lack of continued communication from prospect

- Building relationships with existing and new customers in an effort to sell additional products to them and request referral leads or introduction from them
- Closing sales and providing financial information to ARGUS accounting or other applicable parties
- Coordinating new account hand-offs to appropriate product manager (customer support)
- Proactive participation in sales and marketing projects such as advertising, web, and marketing campaigns as needed within assigned territory(ies).
- Documenting sales activities, prospect status (new leads, developments, closed deals) via entries in the company CRM database
- Monthly/quarterly/annual reporting on the above as required

Minimum requirements will include:

- 4-year college degree, or equivalent work experience
- Previous experience in the business aviation industry
- Previous experience in the airline industry a plus
- Previous experience (5 year minimum) in sales, preferably business to business sales
- Good working knowledge of all Microsoft Office programs.
- Good working knowledge of CRM, preferably Salesforce
- Fluency in other languages prevalent to the global aviation marketplace is highly desirable
- Public speaking and group presentation skills are a plus
- Must be able to work in a travel environment, including hotel, airlines, rental or personal car.
- Must be available to travel frequently – 5-8 days per month average.
- Must be able to hear well and speak clearly to allow efficient phone communications.

Why Chose ARGUS? ARGUS is an equal opportunity employer. Full time benefits will include; 401K Match, Medical/Dental/Vision Insurance, Paid Vacation and Holidays, Flexible Schedules, Competitive Salary with casual atmosphere.

Please register to submit your cover letter and resume at:

https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=3363cb93-dd75-4c54-b4a1-8f276f42c007&ccId=19000101_000001&jobId=283006&source=CC2&lang=en_US

