

ARGUS International, Inc. is Growing Senior Director, Aviation Sales Team 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 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.



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ARGUS is currently seeking a Senior Director, Aviation Sales Team to join our team. This position will report to our Denver, CO location with remote opportunity. This position will direct, supervise, and mentor the ARGUS Sales Team. The Senior Director, ARGUS Sales will maximize the sales of ARGUS Aviation products and services for the assigned geographic or “vertical” market through overall management process that includes annual sales and marketing planning, revenue and sale estimations, lead generation and follow up, monitoring market and customer trends in the territory and making suggestions to adjust as needed, compile and report on sales related data to understand actual vs. desired results and to identify opportunities to improve sales, achieve established sales objectives and targets, and work develop sale opportunities across departments in a matrixed sales organization.

Individual responsibilities will include, but not be limited to, the following:

- Manage the Sales teams including staff development, work scheduling, evaluation, discipline, salary recommendations, and retention.
- Work across a matrixed sales organization to assure leads are generated and handed off to the correct sales group in each division.
- Team with business development group on cross department selling opportunities to ensure deals are organized, tracked, and closed to meet company goals.
- Establish annual goals and performance metrics for each team member.
- Provides leadership and supervision of sales team members.
- Provides mentoring and career development of sales team members.
- Document Sales business processes, performance metrics, use of tools and appropriate timelines in the ARGUS Business Manual.
- Partner with each Business Unit to fully understand the nature of each offering to ensure an effective sales strategy.
- Develops and manages an annual Sales financial budget.
- Responsible for annual renewal revenue for assigned products and services.
- Annual sales planning and management for assigned products and services for designated territory/markets.
- Service existing client base for assigned products and services to include renewals, upsell, and cross selling.
- Proactively interact with renewing clientele and grow revenue per client year over year
- Maintain records in Salesforce CRM tool
- 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.
- Sets high standards of performance for self; assuming responsibility and accountability for successfully completing assignments or tasks; self-imposing standards of excellence rather than having standards imposed



- Provide immediate analysis and response for Customer questions and concerns
- Understand when and how to escalate Customer issues or submissions
- 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
 - Representing company at trade shows and conferences
 - 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
 - Closing sales and providing financial information to ARGUS accounting or other applicable parties
- Constantly monitor the markets for ARGUS and provide professional input
- Responsible for coordinating new account hand-offs to appropriate product manager (customer support)
- Prepare and distribute weekly/monthly reporting as requested by Leadership.

Minimum requirements:

- 4-year college degree, or equivalent work experience
- 5 years management experience, in aviation
- 10 years previous experience in the aviation industry, Airline and/or Business Aviation
- Previous experience (7 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? Full time benefits will include: 401K Match, Medical/Dental/Vision Insurance, Voluntary Coverages, Paid Short Term Disability, Paid Vacation and Holidays, Flexible Schedules, Wellness Initiatives, Gym Reimbursement, Competitive Salary with a Friendly Casual Atmosphere. The salary range for this position will be \$110-150K per year based on skillset and years of experience. **ARGUS** is an equal opportunity employer.

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=441219&source=CC2&lang=en_US

