

ARGUS International, Inc. is Growing

Regional Sales Manager, Business Aviation Audit Services 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 a member of the **SGS Group**.



SGS is the world’s leading inspection, verification, testing and certification company. SGS is recognized as the global benchmark for quality and integrity. With more than 89,000 employees, SGS operates a network of over 2,600 offices and laboratories around the world.

The Regional Sales Manager, Business Aviation Audit Services generates revenue utilizing a consultative selling approach. Cultivates new business opportunities and develops long-term business partnerships within the clients in the Aviation and Aerospace industries. Assesses customer needs, creates solutions based on the CBE, ARGUS product portfolio with emphasis on Business Aviation Audit Services, including industry recognized training and certification, FAA standards/regulations, ARGUS standards, ICAO standards, IBAC standards, and applicable ISO standards and other complimentary schemes. Achieves a sales target and increases revenue through selling clients SGS ARGUS solutions applicable for their businesses.

- Achieves sales revenue goals through the sale of Business Aviation Audit Services.
- Develops and implements agreed upon business/marketing plan which will meet both personal and business goals by expanding customer base within the Aviation & Aerospace industries specific to assigned product/service sales.
- Develops a database maintained in the Customer Relationship Management (CRM) system of qualified leads attained through consultant referrals, face to face meetings, calls, direct mail, email, and networking.
- Sells and makes recommendations to prospects and clients on the various solutions the company offers to solve their business issues.
- Generates proposals in compliance with SGS ARGUS requirements and/or product sector requirements.
- Maximizes all opportunities within the process of closing a sale resulting in the taking of market share from competitors.
- Maintains accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities within the assigned territory and /or product sector.
- Gathers and submits detailed business information for pricing.
- Creates and conducts effective proposal presentations and RFP responses that identify a prospect’s business challenges and the effects of those challenges.
- Works within the sales and support teams for the achievement of customer satisfaction, revenue generation, and long-term overall account goals in line with SGS’ vision and values.

- Participates in and contributes to the development of educational programs offered to clients.
- Maintains effective working team relationships with all support departments.
- Assists in the implementation of company marketing plans.
- Includes the appropriate International Sales Manager (ISM) and/or International Account Manager (IAM) on any opportunities that meet the criteria for a Global Key Account.
- At all times, adopts safe behavior by exercising due regard for the health and safety of SGS employees and clients, in line with SGS policies and procedures.
- At all times, complies with SGS Code of Integrity and Professional Conduct.
- Adheres to internal standards, policies and procedures.
- Performs other duties as assigned.

Why Chose ARGUS? Full time benefits will include: 401K Match, Medical/Dental/Vision Insurance, Voluntary Coverages, Paid Vacation and Holidays, Flexible Schedules, Wellness Initiatives, Competitive Salary with a Friendly Casual Atmosphere.

Please register to submit your cover letter and resume trough the SGS portal:

<https://jobs.smartrecruiters.com/SGS/743999967082573-regional-sales-manager-argus-pros->

