



Avlite Business Development Manager – Africa

We are pleased to offer the role of Business Development Manager (Aviation) – Africa.

Tasked with developing and growing aviation revenue across the territory of Africa, you will own the customer relationship and be the key contact for all commercial, technical and after-sales support matters.

The ideal candidate will have proven success in achieving annual forecasted sales budgets and delivering sales growth by;

- Developing market strategy for the region.
- Engaging all sectors of the customer buying cycle, as well as new strategic relationships/alliances and new growth channels.
- Managing and driving quotes, tenders and orders across sales channels.
- Maintaining accurate reporting and CRM database.
- Negotiating tenders and contracts.
- Promoting Avlite products and conducting product training.

We are looking for an energetic and motivated sales and business development professional, with demonstrated success in technical sales, using consultative selling techniques.

Furthermore, you will possess;

- A University degree or college qualification, and/or an acceptable combination of education and relevant experience.
- 5+ years' experience in the Aviation Aids to Navigation or similar industry.
- Demonstrated success in the development of new business in technical solutions.
- Strong technical aptitude.
- Strong communication skills.
- Demonstrated negotiation skills.
- Outstanding customer focus and relationship building skills.
- Excellent time management and administrative skills to effectively plan, organise and prioritise workload.
- Excellent attention to detail.
- Ability to work autonomously as well as in a team.
- Proficient Microsoft Office skills – Word, Excel and PowerPoint essential.
- Salesforce or similar CRM package experience.

This role will involve regular travel throughout Africa in order to develop and maintain the territory.

How to Apply

Please email your Cover Letter and Resume to careers@sealite.com.

We believe **technology improves navigation™**

AVLITE SYSTEMS

11 Industrial Drive, Somerville, Victoria 3912, Australia

TELEPHONE: +61 (0)3 5977 6128 FAX: +61 (0)3 5977 6124 EMAIL: info@avlite.com

