



Our client is a worldwide leader in private aviation services for more than 50 years. They are currently looking for a

Sales Executive, Associate

Purpose of Position

The Sales Executive, Associate, in partnership with the Senior Sales Executive, is responsible for cultivating relationships with prospective Owners and guiding them through the sales process. The core functions of this role are: prospecting, lead follow-up, interest development, closing and post-close handoff to an Account Executive and Owner Services. The high-performing Sales Executive, Associate is typically in pursuit of a Sales Executive position and will be supported in cultivating the foundational skills necessary for further advancement within the sales organization.

Tasks & Responsibilities

- Generate leads through market research within the assigned geographic territory.
- Maintain accurate and timely documentation of sales interactions and opportunities within Salesforce.
- Prospect through a variety of techniques with a heavy emphasis on true New Business.
- Create new business opportunities and travel to meet in-person with prospective Owners.
- Partner with outside sales teams to move prospective buyers through the sales cycle.
- Onboard New Owners and service existing accounts as necessary.
- Establish, build, and expand relationships with existing and potential customers through regional activity with the firm's affinity partnerships and personal network.

Minimum Qualifications

- Higher education degree (Bachelors or Master's degree)
- Course of Study: Sales, Business
- Related work experience: 3 to 6 years

Work experience

- Must be self-motivated and results-driven.
- Entrepreneurial spirit: "build my own market" capacity
- Knowledge of the assigned territory



Search & Selection

- Knowledge of the full line of the firm's products and services as well as those of competitors, is a plus
- Excellent verbal and written communications are a must (fluent English and Hungarian)
- Knowledge of Salesforce.com or other CRMs is a plus
- Must be able to travel to industry trade shows, client events, and prospect/Owner meetings

If you meet the above-mentioned criteria and are interested in the role, please send a CV in English to the following email address: info@agile2s.com

Only suitable applicants will be contacted.