



Sonex Aircraft, LLC

511 Aviation Road
Oshkosh, WI 54902

(920) 231-8297

Fax: (920) 426-8333

www.SonexAircraft.com

SALES REPRESENTATIVE

Sonex Aircraft, LLC, an Oshkosh based company who provides the recreational aviation community with innovative, cost-effective and efficient aircraft kits, power plants, & accessories, is in search of a dynamic and experienced Sales Professional who holds and maintains a Sport Pilot certificate or higher rating, and meets the requirements of the Tail wheel endorsement.

Company Conformance Statements

In the performance of their respective tasks and duties all employees are expected to conform to the following:

- Perform quality work within deadlines with or without direct supervision
- Interact professionally with other employees, customers and suppliers
- Work effectively as a team contributor on all assignments
- Work independently while understanding the necessity for communicating and coordinating work efforts with other employees and organizations

Position Purpose

Cultivate and close new sales.

Responsibilities/Duties/Functions/Tasks include (but are not limited to)

- Serve as the primary company contact for all sales inquiries. Log and track these inquiries into an online CRM database.
- Maintain expert knowledge on product specifications, features, pricing & mission/operation
- Maintain awareness and ability to quickly locate and access public and internal informational resources about Sonex Aircraft and AeroConversions products, including pricing, promotions, specifications, features, and technical documentation.
- Conduct tours of the facility for individuals and groups visiting Sonex Aircraft
- Provide input and suggestions on advertising, web site, air shows and other sales-related activities as major contributor to Sonex Aircraft strategic planning team.
- Provide input and suggestions on product development based-upon customer feedback.
- Maintain regular contact with Sonex International Dealership Network
- Provide International Sales Support
- Provide in-person sales during Oshkosh-based company events such as workshops & air shows, and travel to air shows and builder events abroad with factory prototype aircraft for exhibition and representation of Sonex Aircraft, LLC in an in-person sales capacity.
- Attend various special events that involve both current and target markets including but not limited to: Fly-In breakfasts, EAA Chapter Meetings, special events at EAA, etc.
- Maintain contact and work to support Sonex Builder organizations worldwide.
- Provide a weekly briefing of sales activity

Qualifications

- Employee must hold and maintain a Sport Pilot certificate or higher rating, and meet the requirements of the Tail wheel endorsement.
- Employee must have 5-years minimum sales experience.
- Employee must possess excellent oral and written communication skills. Must be able to build positive rapport with a wide range of personality types.
- Employee must be competent in the use of computers and email, including Microsoft Office applications and cloud-based scheduling & CRM tools.

Reporting Structure

- Employee reports directly to the General Manager and provides regular reports to the Sonex Management Team.



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Special Position Requirements

- Some weekend work will be required above and beyond regular hours to support special events.
- Piloting the Sonex fleet of aircraft for cross-country travel and aircraft sales exhibition
- If appropriately qualified, piloting the Sonex fleet of aircraft in flight training operations for the purpose of basic aircraft familiarization sales demonstrations.
- Travel required: approx. 25%.

Preferences

- Experience building, maintaining and flying Sonex Aircraft products and/or other homebuilt aircraft highly desirable
- Commercial Pilot and Certified Flight Instructor Certificate desirable

Work Requirements

- Due to the weight and balance specifications of Sonex Aircraft a sales demonstration pilot shall not exceed a body weight that adversely affects the useful load and maximum carrying capacity of the aircraft.

Compensation

Combination of salary and commission

To Apply

Submit Resume, Cover Letter, Professional References (authorized for immediate contact), and Salary History / Requirements via email to Sonex Human Resources at: hr@sonexaircraft.com. Telephone inquiries about this job posting are not accepted.