

Extraordinary people. Exciting possibilities. Your success is what's next at Scott Group Studio. In our highly competitive world there's one thing that sets a company apart – its talent. At Scott Group Studio our employees bring their expertise, enthusiasm, and creativity to work every day. We're committed to making Scott Group Studio a great place to work. A place you can be proud to be a part of, where your talents are embraced and your efforts are encouraged and supported. If you are a person that "puts people first", "see it and solves it", "does the right thing" and "pursues excellence", discover how you can be a part of what's next.

Reporting to the Co- CEO the OEM Aviation Sales Representative requires an energetic, service oriented individual responsible for applying business knowledge and luxury sales expertise to the OEM Aviation market. He or she will develop relationships with new and existing customers. This role requires leadership, creativity, critical thinking, business understanding, and communication skills. In this role you will be the main contact with the customer, providing excellent customer service and custom solutions. Focus is on building stronger partnerships with existing customers and developing new customers in accordance with the core values of Scott Group Studio.

### DUTIES

- Promote the use of Scott Group products by:
  - Developing relationships with new and existing customers in the aviation market
  - Developing and updating customer sample libraries based upon needs
  - Responding to customer inquiries
- Work within established strategic sales and marketing programs and processes to achieve desired sales outcomes and expand Scott Group's share of the aviation market
- Work collaboratively with Scott Group design, marketing, and production departments to meet customer needs
- Assess product and program requirements that best meet the needs of key customers and the aviation market as a whole
- Monitor market sector and competitor activity to provide feedback to corporate leadership team to identify trends and opportunities
- Apply sales proposals and programs to generate new sales growth and revenue
- Identify infrastructure and systems required to facilitate the success of sales programs
- Manage customer relationships for long term strategic opportunities
- Attend trade shows and customer events as necessary to support sales initiatives

### ABILITIES

- Bachelors degree in business or a related field and five plus years of sales experience with a proven record of success.
- Outgoing, customer service, and solution oriented.
- Knowledge of luxury interiors, aviation industry, and/or design related experience.
- Ability to travel extensively to meet the customers needs.

<b>SCOTT GROUP STUDIO</b>	<b>Job Description</b> OEM Aviation Sales Representative
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We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.