



## Sales Manager (m/f)

ASISTIM based in Hanover, Germany, is a service provider in the area of commercial airline operations. ASISTIM targets small to mid sized airlines with a focus on providing these with operations support, flight planning systems, navigational back office support, and/or full flight dispatch services.

### Job Profile:

- Pro-active development of business opportunities in cooperation with all involved stake-holders
- Developing and pro-actively driving a suitable sales strategy on international scale in view of potential co-operations (not restricted to Europe only)
- Maintain customer database
- Establishing and maintaining close links with customers
- Leading the acquisition process up to the hand-over to the business unit in charge of the operational implementation of the customer.
- Development of sales documents, (flyers, presentations, website input etc.)

### Qualifications/Requirements:

- Aviation experienced
- Desirable: BS, marketing, sales, business or aviation related discipline.
- Sales experienced.
- Strong negotiation skills.
- Exhibits growth traits; clear thinker, imagination and courage, inclusive leadership and expertise.
- Strong presentation and communication skills.
- Excellent interpersonal skills.
- Self-starter.
- Knowledge of customer financial drivers in airline operations.
- Required travel
- Fluency in English is required any additional language is a plus.

Please forward your detailed CV to:

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