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Job Opening – Aircraft Sales Director

ABOUT LEVIATE

Established on a solid foundation of experience and success, LEVIATE capitalizes on the operational expertise of the three main components of business aviation: Air Charter, Aircraft Sales, and Aircraft Management. LEVIATE brings together some of the best leaders within the aviation industry to deliver top-level customer service, safety, and support to discerning businesses and private clients.

POSITION: Aircraft Sales Director

SCHEDULE: Full-Time

LOCATION: Remote: Several regional territories available in the Northeast, Midwest, and Western Regions. International regions are also available. **Candidate MUST live in the region for which they are applying.**

DESCRIPTION: The Aircraft Sales Director will be responsible for prospecting new client opportunities in the specified territory.

COMPENSATION: The Aircraft Sales Director is a commission-based position with a recoverable draw. Leviate offers some of the best commission structures in the industry. Leviate's Sales Directors have the opportunity to earn commissions from sales from within all three core business units of the company.

RESPONSIBILITIES:

Duties shall include but are not limited to the following:

- Identify and contact (call, e-mail, text, visit) all prospects for potential new aircraft sales and acquisition relationships.
- Work closely with Leviate's Market Intelligence team to build prospect lists and prepare presentations for new client opportunities.
- Use available resources such as JetNet, AMSTAT, Aircraft Post and all listing services to source and interpret aircraft and market data.
- Use Monday.com CRM tools to actively manage Leviate's listings and leads.
- Work closely with Leviate's Marketing team to establish effective marketing for aircraft listings.
- Stay up to date with aircraft valuations, market developments and value trends across the industry.
- Develop working relationships with industry colleagues in the broker/dealer community.
- Analyze technical data, comparable aircraft pricing, current market trends, book values and other factors to assist with valuing aircraft for designated sales leads.
- Travel as necessary to get out and meet with prospective clients and industry professionals.
- Develop a reputation in the territory as the "go-to" expert for all things aviation.
- Uphold the Code of Ethics set forth by both Leviate and the International Aircraft Dealers Association.

QUALIFICATIONS:

- Prior sales background and experience.
- Exceptional communication and problem-solving skills.
- Goal-oriented; possess exceptional attention to detail; team player but can effectively work independently.
- College degree in Business, Aviation, or relevant/equivalent industry experience (preferred, not required).
- Proficient in Microsoft Office Suite.
- Must successfully complete a Background/Criminal/OMV/Drug Screen.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.