



## **INSIDE SALES ACCOUNT MANAGER**

### **Come Join our Team!**

There's something special about Align Aerospace. There's a sense of pride that comes from knowing your heart and hands play a part in creating one of the world's greatest inventions---airplanes.

We are on a new journey of growth, building on our most formidable assets: our financial strength, our global reach, our unrivaled distribution system and the strong commitment of our management and employees worldwide.

Our journey focuses on leveraging these strengths to become a truly sustainable growth company and, ultimately, one of the most respected supply chain companies in the world.

The time is now.

Every person has the opportunity to create a long and successful career with Align Aerospace. With operations in over +5 countries, and a catalog of development programs, the growth opportunities with this company are boundless.

#### **What Do We Offer**

- The ability to contribute, to make a difference and have a tangible impact-turning your passion into action;
- Creative thinking in your work and life, regardless of your role;
- A spirit of collaboration- you thrive when you work with a diverse range of people with different views, perspectives and priorities;
- A pragmatic mindset that understands the challenge of sustainability

#### **Top Six Reasons to work for Align Aerospace**

- 1. Ability to make a difference**
- 2. Ability to grow**
- 3. Be a part of a diverse team**
- 4. One-of-a-kind experiences**
- 5. Accessibility to more than just a company**
- 6. Rewarding environment**



## The Company

Founded in 1972, Align Aerospace is located in Chatsworth, CA, and employs approximately 175 associates worldwide. Align Aerospace is an internationally recognized leader and global supplier of hardware and related components to a broad range of aerospace original equipment manufacturers (OEM) and their subcontractors. Our professionally trained and highly experienced staff are skilled at managing our supplier relationships and providing continuous support to our customers globally. We believe in a core business philosophy of continuous improvement that leverages the company to drive consistency and enable growth. Align Aerospace and its affiliate companies is an equal opportunity employer. For more information visit: [www.alignaero.com](http://www.alignaero.com).

**HOW TO APPLY :** Interested candidates may submit their resume online at [Align Aerospace Careers](#).  
**(Paper applications will NOT be accepted. ALL communication will be via email. In your email, please be sure to check your spam/junk folders.)**

## Brief Position Description

Align Aerospace is seeking an Inside Sales Account Manager for our Chatsworth, California location. This position covers several areas of sales oversight and responsibility throughout the facility. You will be highly engaged in business development-- service customers by selling products and meeting customer needs.

## Key Accountabilities

- Ensure strict adherence to and implementation of Company Safety and Work rules.
- Enhance organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Develop negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.
- Recognize areas of personal improvement or cross-training needs and report that to your direct supervisor.
- Communicate and coordinate with other members of the Align Sales team to ensure that all areas flow efficiently. Aid in absenteeism coverage to ensure all business requirements are met.
- Exceed customer expectations by providing support, information and product information
- Manage customer order fulfillment functions, perform quotations, customer order review, order entry, expediting and customer service activities.
- Work with Sales Manager to ensure customer satisfaction
- Display consultative skills necessary to successfully represent products and services.
- Responsible for effectively attaining all Key Performance Indicators (KPI's) as defined by management team.



## **Qualifications & Job Requirements**

- Associate's Degree in Supply Chain Management, Operations, Logistics, or a quantitative field, i.e., Business, Math, Engineering, Industrial Resources, or Economics
- Verify having successfully worked in a sales environment where new target prospecting accounted for a minimum of 50% of total pipeline value.
- Demonstrate proficient use of all electronic tools deemed necessary to job function. Must be able to quickly learn products, sales processes, and systems as related to Align business needs.
- Strong interpersonal skills and sales aptitude required. Demonstrate consultative sales skills.
- Superior "change-management" skills and an ability to work independently are necessary.
- Proficiency in desktop software programs, necessary in successfully executing against job requirements (Word, Excel, PowerPoint) as well as functional knowledge of network systems necessary to complete tasks, and manage duties accordingly.
- Exceptional written, oral communication and presentation skills to facilitate communication and interaction with all staff levels as well as prospective customers. Must be able to clearly document activities and communicate effectively.

**Environment:** Generally the job requires 75% sitting, 15% walking and 10% standing. The job is performed under minimal temperature variations, a generally hazard free environment, and in a clean atmosphere.

**Physical Demands:** The usual and customary methods of performing the job's functions requires the following physical demands: occasional lifting, carrying, pushing and/or pulling; some climbing and balancing; some stooping, kneeling, crouching and/or crawling; significant reaching, handling, dexterity of hands and fingers.

**OTHER:** The candidate must possess and maintain a valid driver's license in state of residence, and maintain an insurable driving record under the terms and conditions of Align's auto liability policy. The candidate may have no more than 4 accumulated points in 3 consecutive years.

**Interview Process:** All applicants must clearly indicate on application/resume information sufficient to determine whether the applicant meets the minimum qualifications.

**Disability Accommodation:** If you have a disability which may require an accommodation in any part of the hiring process, you must notify the HR Office by phone or in writing prior to your scheduled visit.

## **EMPLOYMENT REQUIREMENTS:**

**Employment Verification:** In accordance with the Immigration Reform and Control Act of 1986, the company must verify that all new employees, at the time of hire, have proof of their right to work in the United States.

**Note:** As a condition of employment at Align Aerospace, you must agree to and pass a drug screen test, criminal background check, and motor vehicle check.



## **Rewards**

In addition to gaining invaluable experience and having the opportunity to create a legacy, the dynamic leader we seek will be rewarded with:

### **Competitive Salary**

### **Matching 401(k) contribution**

### **Exceptional Benefits**

- Medical Insurance
- Dental Insurance
- Vision Insurance
- Short-Term Disability Insurance
- Long-Term Disability Insurance
- Accidental Death and Dismemberment Insurance
- Life Insurance
- Flexible Spending Accounts (Medical and Dependent Care)
- Educational Reimbursement

**ALIGN AEROSPACE IS AN EQUAL OPPORTUNITY/AFFIRMATIVE ACTION/TITLE IX EMPLOYER AND  
TOBACCO FREE WORKPLACE**