

## EXTERNAL JOB POSTING

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JOB TITLE: **Inside Sales Manager**

Date: 03-20-2018

Location: Chatsworth

Apply Online: [Requisition #1107](#)

Align Aerospace is a leading global supplier of hardware and related components to a broad range of aerospace OEMs and their subcontractors. We are more than parts; we provide innovative supply chain solutions, taking full advantage of state-of-the-art software and processes.

**Reporting to the VP of USA Sales,** the **primary function** of the Inside Sales Manager position is to drive results for a sales team of 20+ members of the Inside Sales team based in Chatsworth, California

**The successful candidate will perform and be responsible for the following:**

- Partner with the Leadership Team to develop and implement processes and procedures that will improve the sales process and customer experience.
- Manage the entire process of customer support operations to enhance the customer experience and ease of doing business.
- Develop strategies to increase overall sales and profit margins.
- Have the ability to take a contract proposal from inception through the quoting process to the customer proposal stage making sure the final proposal is professional and meet the Align standards.
- Have the ability to help source products and help with contract pricing strategies and actual pricing.
- Establish targets and measures for the achievement of sales and customer support performance levels.
- Develop and drive activities for improving staff performance including skills training and incentive/rewards.
- Partner with strategic customers to understand quality and support issues.
- Perform quality work within deadlines with or without direct supervision.
- Interact professionally with other departments, operations, quality, purchasing, marketing, 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.
- Follow company safety policies and procedures.
- Performs additional duties as requested

## **Requirements for this position include:**

- 7+ years of experience in inside sales
- 5+ years of sales leadership experience of an inside sales/customer service team
- Knowledge of Fastener Sourcing and Aerospace fasteners market pricing
- Demonstrated sales leadership results
- Ability to understand complex customer requirements
- Experience with strategic decision making in regards to estimating and proposal development
- Strong interpersonal and communication skills
- Excellent team facilitation and collaboration skills
- Advanced Microsoft Office skills (Excel, Word, Outlook, Power Point)

## **Preferred skills:**

- Experience with SAP
  - Bachelor's degree
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