



Nayak Aircraft Services

Supporting Boeing, Airbus, Embraer & Fokker aircraft around the globe, founded in 1974, Nayak Aircraft Services is an independent MRO specialized in maximizing fleet performance. Operational throughout Europe, Nayak services in excess of 210 airlines. Nayak strives to be the best maintenance provider, providing our customers with solid solutions, a responsibility that requires a great deal of organization and commitment.

On call 24/7, 365 days a year, Nayak guarantees that they will have our specialized services ready for you. Quick thinking, with expert knowledge and the tools to tackle the most unanticipated of problems, Nayak is working on the aircraft to ensure an on-time departure!

We are currently looking for a **Sales Account Manager (fulltime)**

Role and responsibilities

- Convert prospective leads into clients
- Building a growth strategy centered around brand awareness and financial growth. Identify prospective customers
- Creating and maintaining relationships with suppliers and customers
- Maintaining correspondence and documentation related to contracts
- Communicating and presenting information to stakeholders regarding contracts
- Monitoring contracts and moving forward with closeout, extension, or renewal of contracts
- Problem solving contract-related issues
- Conduct change proposal preparation activities in accordance with company policies and customer specifications
- Ability to negotiate and close contracts
- In depth knowledge of the company's products and services

Job requirements

- Graduate Bsc in Business administration, sales, or equivalent experience;
- English language in word and writing, 2nd language is a pre;
- Experience in presentations and communications skills;
- Knowledge of the aviation market and developments within the industry;
- Customer minded;
- Flexible and proactive;
- Candidates must reside and be eligible to work in the European Union.

What's in it for you?

- Workplace in Milan but possible in any other country in the European Union;
- A challenging fulltime position in a dynamic working environment working in an informal setting;
- Local working conditions and pension;
- Competitive salary and benefits;

How to apply

If you want to apply, or would like to get in contact with us, please send us your CV and motivation letter before **18 May 2023** to vacancies@nayak.nl