

Advertising & Airport Sales



Contact: Andy Matthews, Co-Founder
Email: careers@iflightplanner.com
Phone: (734) 531-8670

The iFlightPlanner Crew is looking for an outgoing, self-motivated professional with working knowledge of the general aviation industry to lead its advertising and airport service sales efforts. This full-time, independent position requires previous sales experience with a proven record of exceeding performance targets.

Responsibilities will include the identification, acquisition and direct management of advertising partners who will leverage iFlightPlanner's web and iPad-based flight planning solutions to showcase their products and services to our growing pilot community. Those responsibilities will extend to airport service companies such as Fixed Based Operators (FBOs), ground transportation companies, area hotels, restaurants and other airport-related business at over 5,000 public airports throughout the United States.

Qualified applicants must excel in the art of personal and virtual communication and welcome the challenge of working independently from a home or remote office.

Job Duties

- Develop sales opportunities by researching and identifying potential accounts
- Solicit new accounts, build rapport and prepare advertising packages to company brand standards
- Close sales by explaining product and service benefits, overcoming objections and preparing contracts
- Recommend new advertising products or services by self-evaluating current product results and industry trends
- Contribute information to market strategy by monitoring competitive products and reactions from accounts
- Provide continual updates to co-founders and management team on progress and success
- Accept ownership for new and different tasks while exploring opportunities to add unique value to iFlightPlanner
- Grows job knowledge by studying new products and by participating in personal development opportunities

Skills & Qualifications

Attention to Detail
Presentation Skills
Internal Communications
Informing Others
Verbal Communication

Closing Skills
Motivation for Sales
Sales Planning
Territory Management
Prospecting Skills

Relationship Building
Persistence
Exceeding Sales Goals
Technical Understanding
Professionalism

Compensation

Base Pay + Direct Commission

Application

A cover letter is required for consideration for this position and should be attached as the first page of your resume. The cover letter should address your specific interest in the position and outline skills and experience that directly relate to this opportunity at iFlightPlanner. Qualified applicants will be required to take at least one online personality evaluation as part of the selection process.

All submissions should be directed to Andy Matthews, iFlightPlanner's Co-Founder & Director of Business Development via email at careers@iflightplanner.com.