



LEADING EDGE AVIATION SOLUTIONS IS LOOKING TO HIRE HIGHLY QUALIFIED PRIVATE AVIATION SALES PEOPLE

Leading Edge is one of the world's premier private aviation broker/dealers with over 25 years of experience in the aviation marketplace. Leading Edge is a leading expert in the sale, purchase and valuation of business and private aircraft. We also have a substantial consulting practice where we advise some of the world's most successful people in all aspects of private aviation. We have expertise in fractional programs, aircraft valuation, lease versus buy analysis, aviation planning, fleet planning, charter and aviation business brokerage. Leading Edge has a substantial North American and international client list that includes some of the world's largest corporations and wealthiest people. For a successful candidate Leading Edge has robust and complete support services in aviation research, legal, marketing and other back office operations. Leading Edge is looking for successful salespeople in the aviation marketplace to join our firm. We are headquartered in the metropolitan New York City area; location is flexible for the right candidate. Leading Edge offers industry standard benefits. Compensation will be highly commission based.

Description: Sales Director

Sales Director would be responsible for strategically marketing and closing Leading Edge sales, brokerage and consulting services to qualified buyers/sellers of private aircraft. The person would be capable of securing exclusive aircraft listings and selling those listed aircraft to buyers and other brokers. In addition, the ability to search the marketplace and find aircraft fitting the needs of Leading Edge exclusive aircraft acquisition clients is required.

Attributes Include:

- Financial and analytical skills, be capable of presenting aviation solutions at the "C" Level
- Strong contacts in the private aviation broker/dealer community
- Excellent professional references
- Five years of aircraft sales experience preferred
- Solid work ethic, integrity and a teamwork centric attitude
- "C" level negotiation skills
- Understanding of the private and business aviation market
- Computer skills to include Excel and CRM systems
- Ability to understand needs and create solutions to address clients' unique needs
- Expertise and knowledge to source aircraft for Leading Edge to purchase on its own account are of particular value
- Professional appearance, excellent interpersonal skills and attitude
- College degree preferred but not required
- Foreign language skills and pilot license desired but not required

Please send your resume and letter of introduction to employment@leas.com or fax the resume and letter to 973-352-6350. Please do not telephone. Resumes and letters will be reviewed and candidates will be contacted by Leading Edge Aviation Solutions.

GET THE EDGE

