

Company: Leading Edge Aviation Solutions.

Title: Aircraft Market Analyst.

Employment Type: Full-time.

Reports to: Partner & Senior EVP, Aircraft Transactions & Consulting.

Compensation: Commensurate with experience (Base Salary + Commission) with other incentives.

Office Location: Parsippany, New Jersey.

About Leading Edge Aviation Solutions

Leading Edge Aviation Solutions (LEAS) mission is to be one of the world's most respected and trusted sources for aviation services and solutions. With over 55+ years of experience in the aviation marketplace, LEAS seeks to provide all business aviation users and potential users with a source of legitimate aviation asset advisory services to create a positive experience through the life cycle of aircraft ownership and do so while providing an unmatched level of professionalism and customer service.

Job Responsibilities

- Assist the Partner & Senior EVP, Aircraft Transactions & Consulting in researching various aircraft markets through diverse forms of communication to evaluate and appraise aircraft and their markets.
- Prospect for new business through email campaigns, cold/warm calls to aircraft owners, pilots, operators as well as fractional owners to generate new leads.
- Assist the marketing team in designing aircraft specification sheets, photo presentations, and marketing brochures.
- Assist the sales team in facilitating new leads through new prospect presentations, proposals, direct marketing, research, referrals, telephone prospecting, email campaigns, follow up calls, and respond to incoming calls.
- Support the sales team in working existing deals/clients through managing a client resource management database, and aircraft transaction management.
- Manage and maintain sales leads generated by marketing, and sales team members through a client resource management (Salesforce) database.

Work Experience and Personal Requirements

- Fast learner with the ability to understand and utilize new concepts very quickly.
- Team player, results-focused, self-motivated.
- Strong interpersonal and relationship building skills.
- Excellent written and oral communication skills.
- Must possess a high level of integrity with a proven ability to establish trust-based relationships.
- Forward-thinking team member with creativity and personal drive.

Education and Other Requirements

- Two years of aviation or sales support experience preferred, but not required.
- Bachelor's Degree in related field required or an equivalent combination of education and experience sufficient to successfully perform the essential functions of the job
- Must have intermediate or advanced experience with Microsoft Office, Microsoft Word, Microsoft Excel and Microsoft PowerPoint.
- Experience with Salesforce or other CRM platforms preferred, but not required.
- Experience and a passion for aviation is highly desirable.

Benefits Overview

LEAS offers an excellent benefits package including medical, dental, and a 401(k) plan with Matching. Vacation is two (2) weeks for the first year and three (3) weeks for years two through five.

Hybrid/Work-from-home

The company has a work-from-home policy allowing employees some flexibility. More details to follow.

Location

This position will be in the LEAS office, 35 Waterview Blvd., Second Floor Parsippany NJ.

Interview Process

All interested parties should submit their resume to jobs@leas.com. After thorough vetting and screening by LEAS, candidates chosen for further consideration will initially have a phone or video conference interview, followed by subsequent face-to-face interviews. In-person interviews will take place in Parsippany, New Jersey at Leading Edge's office.

Career Path

At LEAS we believe in growth from within and empowering our employees. It is LEAS philosophy that the entry-level candidate become proficient in business and corporate jets by immersing themselves in the market research role for 3-5 years before being considered for a sales position.