
AIRCRAFT SALES REPRESENTATIVE RESUME

Summary:

An aggressive, innovative and creative professional with progressive experience in the aircraft sales and marketing industry; possesses skills to drive business growth, capitalizes on new revenue potential, and managed all aspects of daily business operations; expert in market, product and pricing strategies, client relations and needs assessment; proficient in the use of various computer programs and applications.

Professional Experience:

Aircraft Sales Representative January 2007 – Present
ABC Incorporated. Colorado Springs, CO

Responsibilities:

Handled aircraft charter sales, account development, and customer service for new and established clients. Assumed full responsibility for every detail of each charter from the initial quote through price negotiation. Responsible for contract negotiation, price discounting and vendor cost-negotiation. Conducted client visits to ensure maintenance of key accounts. Supervised the meet and greet service for local departures and arrivals.

Aircraft Sales Representative June 2004– December 2006
Brandon & McMahon, Inc. Dallas, TX

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Aircraft Sales Representative June 2004– December 2006
Brandon & McMahon, Inc. Dallas, TX

Education:

B.A. Business Administration
Yale University, CT, 1999

Skills:

- Thorough knowledge of and skills in sales and marketing best practices and procedures
 - Knowledge of business management and profitability analysis
 - Proficient in English, grammar, spelling and punctuation use
 - Knowledge in aircraft industry and aviation techniques
 - Expert in product positioning, pricing strategies and market trends
 - Ability to communicate effectively both verbal and in writing
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Affiliations:

Member, American Association of Sales Professionals

Member, Sales and Marketing Professionals Association

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