

HBCaviation AG is part of a well established Group engaged in selling and maintaining Hawker Beechcraft products in Central and Eastern Europe. The Group is a dynamic and growth driven organization providing an excellent opportunity for executives that are seeking to join a leading team with a strong vision!

Commercial Director

The Commercial Director will lead the sales and commercial aspects of a fast growing aircraft maintenance center in Berlin. His responsibilities will include signing up new customers, developing customers' relations and new business opportunities.

Qualifications:

- Commercial experience as sales or commercial director in aviation B2C and/or B2B business – 5 years at least
- Technical or Financial Education/ background in aviation – an advantage
- MBA / Economics – an advantage
- Flexible and creative thinker
- Independent and results driven
- Excellent inter-personal communications skills
- Fluent German and English

Sales Director

The Sales Director will be responsible for sales of new Hawker Beechcraft Aircraft in Germany and Austria.

Qualifications:

- A proven and successful sales record of aircraft to private customers and organizations (including Governments)
- An entrepreneur and independent person with an ability to close deals
- Proven network with German / Austrian aviation customers – an advantage
- M.B.A – an advantage
- Diploma in the field of aviation - an advantage
- Independent and results driven
- Flexible and creative thinker
- Fluent German and English

An excellent compensation package awaits the right person!

Please send CV, cover letter in English and an updated picture to:

hbcaviation@gmail.com