

## **Sales Executive Job Posting (Los Angeles - LAX)**

We are searching for a passionate, results oriented sales executive to work in the air cargo industry. As the company's first point of contact for all customers in the region, sales executives are responsible for business development and sales initiatives among other responsibilities. Building long-lasting, mutually beneficial relationship with their contacts is key for the prosperity of the company.

### **Responsibilities**

- Develop and execute business development and sales strategies aiming to maximize market share and cargo sales revenue for the company
- Communicate with customers on a regular basis and close monitoring of project cargo
- Execute customer visits, following up on the sales opportunities resulting from such meetings
- Manage client portfolio's daily reservations and participate in daily capacity management
- Act as a liaison between the customer and the different departments of the organization (Revenue Management, Operations, Finance, etc)
- Analyze market and competition data information and transmit insights within the team

### **Qualifications**

- Aviation industry experience desirable but not essential
- Excellent written and oral communication with fluency in English
- Strong Sales approach, customer centric focus and exceptional negotiation and communications skills
- High level of self-organization & daily activities planning
- Strong Team player
- Self-motivated & Interpersonal skills
- Good understanding of their impact on Sales
- Proficiency in MS Office applications (Excel -Power Point)
- Chinese or Japanese language is a plus

❖ Please contact Alvaro Undurraga ([alvaro.undurraga@masair.com](mailto:alvaro.undurraga@masair.com)) or cell: (310)902-9492.

