



Open Position: Sales & Marketing Manager

Job Summary

Helisim LLC (Grand Prairie, Texas), a wholly owned subsidiary of Helisim SAS (France), is seeking a dynamic and results-driven individual to lead our pilot simulation training sales & marketing efforts in the Americas for the Helisim Group. The ideal candidate will possess a strong background in the aviation/rotorcraft industry and demonstrate exceptional communication and organizational skills. This role requires the ability to analyze market trends, manage key accounts, and develop strategies to drive sales growth while ensuring outstanding customer service.

Duties

- Develop and implement effective sales strategies to achieve regional sales targets.
- Manage and nurture relationships with existing civil and military clients while identifying opportunities for account expansion.
- Conduct market analysis to identify trends, customer needs, and competitive landscape.
- Negotiate contracts and close deals with clients, ensuring alignment with company policies.
- Collaborate with planning team to efficiently execute contracted training and ensure outstanding client satisfaction.
- Collaborate with marketing team to create promotional materials and campaigns that support sales initiatives.
- Manage social media platforms and posts as a means to continuously support and engage new and existing clients.
- Provide regular reports on sales performance, forecasts, and market conditions to senior management.
- Attend industry events and conferences to network and promote the company's offerings.

Education:

- BS Degree in Aviation, Marketing, Management, Business Administration or equivalent experience is required;
- MBA is preferred.

Experience

- Minimum five (5) years proven experience in B2B roles, preferably within the aviation sector;
- Minimum three (3) years of experience in aviation training or operations is strongly preferred;
- Experience with public tender process strongly preferred.



Knowledge & Skills:

- Self-motivated, able to work independently, and comfortable managing multiple projects simultaneously.
- Strong account management skills with a focus on customer service excellence.
- Demonstrated ability to analyze data and market trends to make informed decisions.
- Exceptional negotiation skills with a track record of closing high-value deals.
- Excellent communication skills, both verbal and written, with the ability to present ideas clearly and persuasively.
- Fluent in English – both verbal and written.
- **Fluent in Spanish – both verbal and written.**
- Fluency in Portuguese and/or French is desirable but not required.
- Microsoft Office and/or Google Suite proficiency required.
- Learning Management System (LMS) experience/proficiency preferred.
- Client Relationship Management (CRM) experience/proficiency preferred.

Job Type: Full-time

Pay: \$90,000.00 - \$140,000.00 per year

Benefits:

- 401(k) w/ matching
- Flexible schedule
- Paid time off

Schedule:

- Choose your own hours
- Monday to Friday
- Weekends as needed

Willingness to travel:

- 50% (Required)

Work Location: In person

Please apply at: <https://www.indeed.com/viewjob?jk=28ba885e62a6e987&from=shareddesktop>