



Company: Alaska Structures, Inc.

Position: European Business Development Representative (Military)

Duty Location: Germany (with travel in Europe, the U.S., and other locations)

RESPONSIBILITIES: Create Sales Opportunities and Revenue in assigned territory by developing relationships with military customers. Develop sales strategy/high value target plans for assigned territories. Some cold calling will be required when prospecting to find new customers and contacts within assigned territory. Responsible for expanding sales with existing accounts and creating new accounts. Become an expert on AKS Products working with partner distributors making AKS product suggestions and presentations based on the customer's mission needs. Become familiar with proper Funding or Contract Vehicles understanding and articulating viable purchasing methods for the customer. Candidates must be detail oriented and provide excellent and prompt customer service responding to requests via phone, email, or in person. Successful candidate will be highly organized and able to demonstrate a track record of great follow-through. Must be able to develop excellent relationships with customer base while still managing high volume of processing activities.

HOURS: This a salary based position therefore there are no prescribed hours. Candidates **will be expected to work long and irregular hours on a daily basis**. This includes answering the phone weekends, holidays and personal days (i.e., Birthdays etc.). Travel may exceed 50%.

MINIMUM REQUIREMENTS: 4 years of sales experience is required; Must be able to operate in a completely unscripted environment; Experience with MS Office, particularly Excel & Outlook; Must be able to creatively assess problems and provide solutions. Bachelor's Degree required, although prior military or government experience may be substituted at hiring manager's discretion. Excellent verbal and written communication skills must be willing and able to talk to new people with ease; Demonstrated ability to be detail-oriented and organized, able to manage competing priorities with relative comfort Please be aware, all candidates accepting a position as a Sales Director will be expected to remain in their position with AKS for a minimum of two years. Candidate should have a basic understanding of customer relationship management software, particularly the CRM "Sales Force."

DESIRED QUALIFICATIONS: Ability to make independent decisions with little direction; Critical thinker under pressure; Absolutely crucial that this individual be team-oriented, teamwork is central to our success; Knowledge of tactical equipment, military, or federal agencies. Knowledge of government contracts a plus. AKS believes that a diverse work environment leads to bigger thinking and more creative solutions to our customers problems and we are proud to be an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race,

color, religion, sex, sexual orientation or gender identification, national origin or any other legally protected characteristic. We strive to represent our community with a workforce diverse in gender and ethnicity. We actively seek out veterans and the disabled for opportunities at AKS.

Employment Link:

<https://www.aks.com/about/employment/eur-bus-dev-rep-1/>

Please contact Jimmy White at jwhite@aks.com for any questions.