

Account Executive - Government Sales

Job Category: Sales & Marketing

Requisition Number: ACCOU002095

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Posting Details

- - Posted: December 1, 2023
 - Full-Time
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• Locations

Showing 1 location
8001 Centerview Parkway
Suite 400
Cordova, TN 38018, USA

Job Details

Description

CAMP Systems is the leading provider of aircraft compliance and health management services to the global business aviation industry. CAMP is the pre-eminent brand in its industry and is the exclusive recommended service provider for nearly all business aircraft manufacturers in the world. Our services are delivered through a "SaaS plus" model and we support over 20,000 aircraft on our maintenance tracking platform and over 31,000 engines on our engine health monitoring platform. Additionally, CAMP provides shop floor management ERP systems to over 1,300 aircraft maintenance facilities and parts suppliers around the world. CAMP has grown from a single location company in 2001, to over 1,300 employees in 13 locations around the world.

Inventory Locator Service (ILS), a division of CAMP, has helped customers by collecting data about parts available in the marketplace and organizing them into one user-friendly database. The new and used parts locator service developed by ILS has helped numerous

customers in the aviation, marine, and defense sectors find the parts they need, streamline procurement, sell their parts inventory, improve their MRO services, and automate their supply chain operations.

CAMP's relationships with business aircraft manufacturers, aircraft maintenance facilities, and parts suppliers place it in a unique position to understand how current offline information flows in the business aviation industry to introduce friction to the global market for business aviation parts and services. CAMP is building a digital business that will streamline the exchange of parts and services and create substantial value for both CAMP and the aviation industry at large.

CAMP is an exciting company to work for, not only because of its future growth prospects, but also because of its culture. Smart, motivated people, who want to take initiative, are given the opportunity and freedom to make things happen. CAMP is part of the Hearst Business Media portfolio.

Job Summary:

Inventory Locator Service (ILS) is looking to hire a dynamic Account Executive of Government Sales for both domestic and foreign military aviation accounts. As Account Executive of Government Sales, you will be tasked with achieving growth sales quotas and retaining existing clients. The successful candidate will follow-up on leads, qualify new and add-on opportunities, and communicate how we will meet the customer's needs and solve their problems. They will develop positive relationships with our existing client base and maximize add-on revenue for the company.

Responsibilities:

- Uncover business needs, technical requirements, and the buyer's purchasing process
- Understand and position our solution in a competitive environment
- Ask technical questions and initiate detailed product discussions
- Uncover customer needs beyond what may have been initially obvious to the prospect
- Hit monthly, quarterly, and annual sales quota
- Hit expected call activity metrics
- Develop and maintain sales pipeline
- Provide an accurate forecast

- Document activity accurately and consistently in CRM
- Educate customers on product functionality through conversations, demos, and presentations
- Follow up on uncovered sales opportunities
- Manage the renewal process for assigned accounts
- Develop strong and trusted relationships with customers
- Effectively solve ad-hoc customer issues as needed
- Timely prepare and process all contracts

Requirements:

- Bachelor's Degree Required
- Must have a minimum of 3 years' experience in a sales position (AM/AE/Sales Rep) within aviation/aerospace
- Aviation experience required
- Experience with Foreign Military Sales a BONUS!
- Fundamental understanding in dealing with the U.S. Defense Logistics Agency (DLA) as well as selling to the five branches of the U.S. military.
- Basic understanding of DoD aviation functions to include Prime contractor functions
- Expected travel up to 40% for face-face meetings/tradeshows
- Excellent communication (verbal and written), organizational, time-management and prioritization skills a must!
- Strong business acumen and curiosity about the prospects business
- The ability to work both independently and within a team environment
- Strong technical expertise
- Outbound sales call experience

CAMP is committed to creating a diverse environment and is proud to be an affirmative action and equal opportunity employer. We understand the value of diversity and its impact on a high-performance culture. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, disability, age, sexual orientation, gender identity, national origin, veteran status, or genetic information.

CAMP is committed to providing access, equal opportunity, and reasonable accommodation for individuals with disabilities in employment, its services, programs, and activities. To request reasonable accommodation, please contact hr@campsystems.com.

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