Sales Program Developer
Location: London, Ontario, CAN

AT DIAMOND AIRCRAFT, WE COMBINE ATTENTION TO DETAIL WITH CUTTING-EDGE TECHNOLOGY AND PIONEERING INNOVATION. OUR DEDICATION TO THE QUALITY OF OUR ENGINEERING AND WORKMANSHIP MAKES OUR AIRCRAFT THE SAFEST IN THEIR CLASS.

Responsible for development of a key sales and training program, maintaining relationships with customers and managing the customer experience.

Responsibilities
- Develop a turnkey training program
- Develop and maintain positive relationships with customers.
- Uncover, create, and follow up on sales opportunities.
- Coordinate with internal and external stakeholders.
- Leverage customer insights to identify business opportunities and product strategies.
- Continue to grow Diamond’s brand globally.

Skills and Experience Required
- Bachelor’s degree strongly preferred.
- Must be a multi-engine IFR certified flight instructor with a minimum of 1,000 hours of flight time.
- FAA license preferred.
- Must have a deep understanding of piston aircraft technology.
- Must have an understanding of general aviation maintenance.
- 5 years industry experience with proven track record of program development.
- Thorough understanding of the business and regulatory requirements that influence the operation of government and private flight training establishments.
- Ability to proactively approach fleet customers.
- Ability to define a program, divide into projects, set milestones, and work to completion with limited supervision.
- Willingness and ability to travel extensively, i.e., 50% or more.
- Strong communication and problem-solving skills.
- Strong program management skills.
- Possess a solid capacity to influence and persuade peers, employees, customers, suppliers and other functions.
- Analytical skills including synthesizing complex or diverse information, collecting and researching data, and using intuition and experience to complement data.
- Demonstrated ability to build long-term relationships.
- Unquestioned ethics and integrity.
- Possess the drive and initiative to play a major role in a high-performing organization.
- Highly self-motivated individual with a competitive desire to build a leading brand.
- Assumes ownership for all areas of responsibility.

JOIN THE DIAMOND FAMILY!
Diamond Aircraft Industries Inc., 560 Crumlin Sideroad, London, Ontario, Canada | N5V 1S2
www.diamondaircraft.com
Proven people, communication, and leadership skills to effectively interact with senior management, customers, and employees at all levels within the organization.

Strong, yet collaborative leader, able to assess team talent and make changes where necessary.

Superior interpersonal skills; delivers information clearly and factually. Capable of adjusting to situation or audience.

Strategic, yet extremely hands-on and detail oriented.

Ability to act as a change agent, but with a naturally collaborative leadership style.

Proactive view of problem-solving; a leader who is a driving force that makes things happen.

We offer a market-standard salary based on your professional and personal suitability.

If you are interested in this challenging position, we are looking forward receiving your application!