



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.

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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!

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