

**Location:** Calgary, AB

**Position:** Full Time

Eagle Copters Maintenance Ltd. (ECML) is a Calgary-based company offering complete helicopter fleet management support to operators since 1975. We offer purchasing, selling, leasing, maintenance and overhaul of helicopters in the global marketplace.

We are looking for a **Sales Director** to join our team immediately. Our main office and the work location for this position will be 823 McTavish Road NE, Calgary, Alberta, T2E 7G9. This is a permanent, full-time position of 40 hours/week with a base salary of \$130,000 per annum. The individual in this role may also qualify for Eagle's performance-based bonus program plus potential discretionary yearly salary increase based on performance and abilities.

We also offer extended health care benefits (see below for list) as well as vacation of 10 to 20 days based on experience and status of qualifications. Relocation costs will be considered.

The language of work for this position is English. Relocation costs will be considered.

The Sales Director will report to the Vice President of Sales and Marketing, and directly report on issues affecting any existing businesses, client base, asset value and contractual issues. Specifically, the main responsibilities for this position include:

- Primary responsibility is to develop new markets in Africa, India, and Australasia along with managing key accounts in those regions;
- Upsell all products/services of Eagle Copters to provide a one-stop-shop solution to customers, including but not limited to leasing, sales, MRO, parts, support programs, and engineering solutions;
- Build and maintain relationships with key stakeholders internally and externally;
- Coordinate internally with key individuals to develop asset valuations;
- Identify new markets and develop strategies to support growth;
- Identify client needs and developing marketing strategy and action plan for assigned clients;

- Responsible for developing and preparing customized proposals for client presentations;
- Responsible for coordinating with Marketing to develop required collateral as well as extend our reach to new potential customers by way of strategic benchmarking;
- Develop and maintain effective network within the business community and industry;
- Coordinate with customers to understand their near term (12 to 18 months) and longer term (post 2 years) fleet plans including fleet updates and/or lease additions & renewals;
- Manage RFQs, coordinating with all internal parties, to submit world-class value-added solutions;
- Possess strong and in-depth understanding of all aircraft related technical documentation as well as commercial documentation;
- Manage Leasing Activities: Lease Back Inspection, Return to Service, aircraft cost build up, MRO planning, contractual negotiation, and any other supporting items; and
- Continued focus on Market Intelligence and Trending to drive internal business strategies.

For this role, you must have the following **qualifications**:

- 15+ years in aviation in aircraft maintenance, or associated fields is a requirement;
- Technical degree and/or formal diploma in Aircraft Maintenance Engineering is a requirement;
- Postgraduate, preferably MBA, in Marketing or associated disciplines;
- 15+ years working with emerging markets, especially India and/or Africa, across aircraft leasing, sales, valuations, technical support, and commercial programs is a requirement;
- Demonstrated background in aircraft and high value aircraft sales, acquisitions, and leasing, with strong understanding of contracts and agreements is a requirement;
- Ability to manage diverse client cultures and adapt to new markets;
- Strong networking skills and relationship-management skills;
- Strong understanding of various markets and associated trends; and
- Willing to travel internationally and for extended periods of time.

**Other:**

- Attend training courses as directed by the company to ensure knowledge and skills are current.
- Ability to work under pressure, meet tight deadlines and effectively handle changing priorities.
- Positive attitude and strong work ethic; must possess a high degree of cultural awareness, respect, and sensitivity.
- Able to work effectively independently and as part of a team within an open office environment.
- Ensure adherence to regulatory/professional standards and company policies.
- Make recommendations on policies and procedures to support continuous improvement.
- Other duties as assigned within the O'Reilly Holdco Group of Companies.

Applications can be emailed to [careers@eaglecopters.com](mailto:careers@eaglecopters.com) using the subject line "Sales Director Application". Please provide a PDF copy or Word version of your resume upon submission of application. Applicants who do not provide all materials will not be considered.

***Why work at Eagle?***

We believe that everyone should enjoy their job and their place of work. We are constantly striving to ensure our workplace is a respectful, safe, and most importantly a great place to be. Eagle puts a high value on cooperation, accountability, and dependability.

Eagle's benefit package for permanent employees, comprises of health, dental, paramedical coverage (massage therapy, chiropractic, acupuncture etc.), health care spending account, travel medical, life insurance, AD&D, short- and long-term disability, and paid sick/personal days. We also offer a group RRSP program with company matched contributions. We hold employee appreciation and social events throughout the year, and on-going learning and development programs. We also offer one-time relocation assistance.

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*Eagle is an equal opportunity employer and has policies in place to prevent discrimination in our hiring practices based on current Canadian legislation. We encourage applications from qualified aboriginal persons, persons with disabilities, visible minorities, and women.*

*No phone calls will be accepted. We appreciate your interest but only candidates selected for interviews will be contacted.*