

Permanent Opportunity: Commercial Serviceable Assets (CSA) Sales Representative

Applications are invited for a permanent Commercial Serviceable Assets (CSA) Sales Representative, within Pratt & Whitney.

The Commercial Serviceable Assets (CSA) organization, within Pratt & Whitney, is seeking a sales representative to be based on location at P&W Christchurch Engine Center, in Christchurch, New Zealand. The focus of this role will be to provide our customers increased value through real-time support. This position will report directly to the CSA Sales Manager, Hartford, Connecticut

Key roles, Objectives, and Responsibilities include:

- As the Engine Center is growing and demanding shorter engine TAT, the successful candidate will be required to provide support and material solutions real-time to the engine center.
- Will be the key focal point between Christchurch EC Material Organization, FHA Program and CSA.
- Must have a thorough understanding of the jet engine overhaul process and material support.
- Gather data as it relates to material demand, forecast, and sales of jet engine spare parts.
- Strategize with engine center management on alternative material solutions to maintain or grow customer revenue.
- Proactively sell material to capture incremental business.
- Handle all aspects of customer serviceable material order administration.
- Support day to day operational issues at the customer site/business.
- Work with PW Engine Services campaign team by offering serviceable material solutions to secure shop visits
- Develop an understanding of the customer's business, processes, and systems to help create and maintain a competitive advantage
- Participate in engine center meetings and provide all applicable information relating to serviceable material options
- Work closely with FHA Program & on site cost engineer to disposition material expeditiously out of facility

To be considered for this position please review the requirements below.

Experience, Knowledge, and/or Skills--Required or Preferred

- Three to five (3-5) years of related sales or MRO experience required
- Higher education or jet engine mechanic/familiarization is a plus
- Knowledge of engine and part nomenclature, engine maintenance and overhaul procedures and familiarity with engine operation and assembly methods required
- Prior experience working with customers required
- Business level written and verbal communications skills required (English as a minimum)
- Presentation skills with external and internal customers
- Ability to work independently as well as with a dynamic team of professionals
- Knowledge of SAP preferred
- Ability to favorably resolve complex business and sales issues
- Have expert knowledge of the Airline Industry and its impact on the Spares business

Other Position Information

- This position also requires schedule flexibility, off hour conference calls with other business units in countries around the world
- Position will report to CSA Sales Manager in East Hartford, Connecticut

If you have any questions please contact: Jayne Cook, Phone: 03 3747 097.

To apply, please email your Cover Letter and CV to: GPPWCHCECHRDepartment@pw.utc.com.

Applications close: Friday 29th March 2019