



Our client **CAE** (Canadian Aviation Electronics, HQ in Montréal, Québec) is a high technology company, at the leading edge of digital immersion, providing solutions to make the world a safer place. Backed by a record of more than 70 years of industry firsts, **CAE** continues to reimagine the customer experience and revolutionize training and operational support solutions in civil aviation, defence and security, and healthcare. **CAE** is the partner of choice to customers worldwide who operate in complex, high-stakes and largely regulated environments, where successful outcomes are critical. **CAE** has the broadest global presence in the industry, with approximately 10,000 employees, 160 sites and training locations in over 35 countries.

CAE is the training partner of choice of aviation professionals, airlines, large fleet operators, and aircraft manufacturers the world over. With 50+ training locations across the globe, **CAE** has the largest civil aviation network in the world.

To further strengthen the European Sales Team for Civil Aviation Training Solutions, **CAE** has in its offices in Steenokkerzeel an exciting career opportunity available for a talented and enthusiastic :

Sales & Customer Relations Executive

European Flight Training Programmes

Based in Belgium

MISSION

- After a training and introduction period you will be responsible for managing and nurturing all sales leads.
- You will educate prospective B2C candidates, informing them of all the possible European flight training programmes up to the point of their first day of enrollment into the European Academies.
- You will work on the final phase of the process through building the relationship and ensuring that new cadets are fully involved and ready to begin their flight training journey.
- You will qualify new candidates by responding to inbound inquiries and by following up on sales leads.
- You will interact with and advise aspiring candidates by e-mail, call outs and face-to-face meetings.
- You will guide candidates that have passed their assessment onto the correct course and you will work together with them in becoming an official cadet.
- Together with your sales colleagues you will support and attend marketing shows, seminars and Academy events locally and in Europe.
- You will prepare Training Service Agreements and supporting documents and you will track all sales activities in Salesforce.
- You will report directly to the European Sales Manager.

PROFILE

- To qualify for this position you ideally have a commercial background in the services industry or related sectors.
- You are a customer focused and self-confident individual with strong interpersonal and influencing skills.
- You are a reliable, flexible and result oriented out-of-the-box thinker with well-developed customer facing and team skills.
- You are excellent in initiating, developing and managing customer relationships in a dynamic and fast-paced European work environment.
- You have the outspoken ability to build trust and to empathise with the needs of potential candidates, understanding their career and employment aspirations.
- You have a high level of autonomy and initiative and the ability to work under pressure.
- This position requires a good computer literacy with experience in CRM (e.g. Salesforce or similar) as a plus.
- You can communicate effectively at all levels and you are fluent in Dutch and English.



OFFER

CAE offers an inspiring international environment with a lot of attention to development and training. You can look forward to an attractive salary with bonus, benefits and incentives.

INTERESTED ?

Send your application letter and CV to **Search & Selection** for the attention of Mrs. Ilse Pierloot : i.pierloot@searchselection.com.

You can also register on-line on our website www.searchselection.com and apply directly for this vacancy by following reference number : 13669.

