

## JOIN OUR TEAM | CAREERS AT LEVIATE AIR GROUP

*Updated as of 05/13/2021*

### Position Available

**Sales Associate - Leviate Jet Sales**

### Position Overview

Leviate Jet Sales is currently seeking a qualified candidate for a full-time Aircraft Sales Associate (SA) position. The SA is responsible for assisting with market research and helping to improve Leviate capabilities. This would include but not be limited to: tracking aircraft sales and deliveries, drafting market reports and analyses, conducting aircraft valuations and appraisals, originating sales opportunities through supporting outbound prospecting activities, assisting in marketing efforts for company & brokerage accounts, coordinating sales campaigns and assisting the sales team in achieving consistent and profitable growth in aircraft sales revenues.

Type: **Full Time**

Reports to: **Managing Partner, Aircraft Sales & Acquisitions**

### Duties & Responsibilities

- Track worldwide business jet sales in our targeted markets and provide the sales team with detailed information assisting in the sales efforts and competitive intelligence.
- Prepare quarterly market reports which highlight, among other things: sales, new and used competitive sales, market share, economic conditions and trends.
- Conduct bespoke asset valuation/appraisal in preparation for sales or acquisition projects.
- Advise the aircraft sales team on aircraft resale pricing strategy, market depreciation, maintenance exposure, etc. Prepare aircraft operating cost comparisons including charter revenue models.
- Develop proficiency with research tools including: JetNet, AMSTAT, Vref, Bluebook, and Aircraft Post.
- Assist in the assessment of inventory investment risk, financial/profit projection and designs of exit strategy
- Other duties as assigned by the sales team management.

### Education, Experience, Knowledge, Abilities, Skills

- Bachelor's degree or equivalent from a four-year university
- Proficiency with Microsoft Office Suite Applications
- Proficiency with basic financial analytics
- Aviation background and pilot's license highly desired
- Sales experience highly desired
- Strong attention to detail
- Strong communication skills and outgoing personality
- Working well in a team environment and willing to work extended hours when needed
- Being able to demonstrate knowledge of Leviate products and services
- Possessing the ability to stay calm in high stress situations to accommodate customer demands
- Available to work a full time schedule, estimated at least 40 hours a week

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.

**Please send your resume and cover letter to [apply@leviateair.com](mailto:apply@leviateair.com)**