



Associate Account Manager (AAM)

Air Spares Unlimited Inc. (www.AirSparesUnlimited.com), is seeking a highly motivated, eager, and talented Associate Account Manager to join our downtown Chicago team. We are a young, growing firm, servicing major OEM's, operators, and distributors in the commercial aviation aftermarket. Through technology, we are looking to change the way this multi-billion-dollar global market transacts business. An Associate Account Manager must possess superior communication skills and be able to support the entire organization. One of our core competencies is providing an extremely high level of service to our clients, so organization and follow-up is a must, as well as having a sense of urgency and being able to solve problems. There are many details that are extremely important in the process to supply or acquire aircraft parts, so the AAM must be detail oriented. We are offering this role to the right person as a way to learn the aviation industry from the ground up. This full-time position is immediately available in our downtown Chicago office location with abundant potential for rapid career advancement.

Responsibilities:

- Assist sales team with the purchasing and selling of commercial aviation aftermarket spare parts
- Analyze market data and relay that data to the Director of Sales and help close opportunities
- Review current operational procedures and assist in ways to optimize workflow
- Work with shipping/freight companies and have continual follow up with all parties involved in a transaction
- Provide feedback on technology used
- Handle lots of moving parts and ensure all aspects of a transaction are handled

Requirements:

- Great communication skills and ability to work with different types of people
- Learn quickly and adapt to new technology, new industry trends, and changing requirements
- Must have a sense of urgency to ensure transactions complete
- Have a client success and sales focus approach
- Must be proficient in Microsoft Excel, Google drive, and sell on E-commerce websites
- Have worked in a fast-paced work environment that is driven by measurable results
- Possess a 'roll up your sleeves' attitude to own the job and ensure it gets done
- Be able to have fun, good sense of humor, and make jokes (preferably ones that are funny)

One or more qualities we would really like, but do not require:

- A Bachelor's degree from a highly respected university
- B2B E-commerce experience, electronic marketplace knowledge, and aviation experience
- Know how to leverage technology to better improve processes
- 80's movies & music or other random trivia knowledge

This is a completely 'green field' position and we are seeking an individual who will be able to seize this unique opportunity, succeed in a global industry, and quickly grow within the organization. The right person for this job will be a self-starter who knows what it takes to find information quickly, solve problems, pay close attention to detail, work with multiple variables, and be willing to help wherever needed.

Compensation is a base salary, bonuses, healthcare, paid personal days off, holidays, and your birthday