



Employment Opportunity

Corporate Sales Representative

Competition #: 4N23-007
Wage: Commensurate with experience
Hours of Work: Permanent Full-time (40 hours per week)
Location: Whitehorse, Yukon (remote work to be considered preferably Yukon based)
Closing Date: Friday, February 3, 2023

We are seeking an individual who takes pride in their work with integrity and accountability. Who brings a positive attitude to the workplace environment and is seeking employment with a family orientated company that prides itself on delivering an authentic and trusted product while working in a department that is fast-paced, requires on-your-feet thinking, professionalism, and inter-personal skills.

Reporting to the Director of Charters, FBO and Corporate, the Sales Representative will be responsible for providing a customer-centric approach to sales and account executive duties.

Why work for us?

- Flight benefits for you and your family on Air North and over 75 international airlines!
- Vehicle and home heating discounts with our subsidiary company – Chieftain Energy
- Employer paid health and dental benefits
- Group RRSP investment options
- Opportunities for advancement in your career

You would be a great fit if you have the following:

- Detail and goal-oriented individual who has a passion to succeed in sales and the growth of the company
- Operate as the first point of contact for charters and corporate inquiries via phone calls, emails and face to face interaction
- Account executive duties for corporate clients from account sign up through continued servicing of account while working closely Air North's Corporate Specialist Desk
- Ability to collect detailed business information, develop pricing, and present solutions to identified prospects
- Develop and build business relationships with brokers, operators, suppliers and corporate customer representatives
- Assist with trip logistics including FBOs, ground transportation, catering, customs, slot times, etc, when required
- Work with various aviation computer software programs
- Administrative duties as required to facilitate the departments delivery of a customer-centric product
- Deliver on Air North's authentic Yukon hospitality standard that sets us apart from others
- Ability to work under pressure in a fast-paced team environment while maintaining accuracy and efficiency.

Qualifications/Conditions of Employment:

- Minimum of 3 years experience in sales, with sales experience in aviation being an asset
- Post-secondary education in aviation management, business, or Travel and Tourism a strong asset
- Demonstrates technical selling skills and product knowledge in related departmental aviation products (Charter, FBO and Corporate)
- Complete understanding of pricing, profitability and proposal models
- Ability to read, write and comprehend contracts as well as understand legal and regulatory documentation
- Demonstrates strong business acumen, has a professional, authentic, and trusted approach
- Proven track record of building network of relevant position contacts and is comfortable working with individuals at all levels in an organization
- Ability to work with little direction and under pressure is a self-starter who can multi-task and prioritize
- Must have a flexible work schedule with some nights and weekends
- Strong computer skills including Microsoft Office 365

flyairnorth.com

150 Conдор Road
Whitehorse, Yukon
Y1A 0M7
Canada

USA/CANADA
1.800.661.0407

PHONE
867.668.2228

- Fluent in English, including excellent written and oral communication
- Must be a Canadian citizen, Permanent Resident or show proof of right to work in Canada.

How to Apply:

Quoting competition 4N23-007 please submit your resume and cover letter to the Human Resources Department by Friday, February 3, 2023 (17:00 PST) to:

Email: careers@flyairnorth.com

In Person: Air North Office, 150 Condor Road, Whitehorse, Yukon

We wish to express our appreciation to all applicants for their interest in this position. Due to the volume of applications we may receive, only candidates selected for an interview will be contacted. Applicants must clearly indicate that they meet the minimum qualifications in order to be considered for this position.

Air North, Yukon's Airline is committed to employment equity, and has been serving Yukoners since 1977. We offer competitive wages, an attractive benefits package including great travel perks, and an enriching work environment for our 600+ employees.