

Warp Drive Propellers is looking to welcome to our team a highly organized, well-spoken individual with the curiosity and ability to learn about the unique markets we serve. We manufacture, sell and repair carbon fiber composite propellers for light sport aircraft, ultralight aircraft, experimental aircraft, airboats, gyrocopters, trikes, powered parachutes, vertical wind tunnels, air movement devices, cinema special effects, unmanned vehicles, etc. Our products are proudly made in America with materials sourced from the USA. Since 1988 our unique manufacturing process has differentiated us from our global competition.

Responsibilities:

- Serve customers by developing quotes, answering technical and support-related questions.
- Follow-up on potential leads and seek out opportunities to grow our customer base using CRM software, emails, and phone calls.
- Receive, verify, and process purchase orders from existing dealers and update them on lead-times and pricing.
- Adjust content of sales presentations based on customer needs and make up-sells when appropriate.
- Receive, quote, and process repair orders.
- Educate customers on product assembly, use and repair.
- Make product recommendations based on the customer's application and performance goals.
- Log customer data and submit orders by referring to price lists and product literature.
- Track and process customer payments.
- Prepare domestic and international shipping documents.
- Keep management informed by documenting activity using workplace software.
- Monitor competition by gathering current marketplace information on pricing, products, and technology.
- Recommend changes in products, services, policies, and manufacturing processes by evaluating results, customer feedback and competitive developments.
- Resolve customer complaints by investigating issues, developing solutions, preparing reports, and making recommendations to coworkers.
- Maintain professional and technical knowledge by attending airshows, reviewing industry publications, following social media influencers, etc.
- Contribute to our team effort by accomplishing related tasks as needed such as quality control, product packaging, laser marking, monitoring inventory and communicating purchasing needs.

This position comes with the possibility of working remotely, flexible work hours and domestic and international travel to trade shows and airshows. Full-time employees have the option of enrolling in our company medical and dental insurance plan on a contributory basis.

Required Skills & Traits:

- Honest & hard-working
- Team player
- Strong written & verbal communication skills
- Sales
- Attention to detail
- Interest in, and knowledge of the aviation industry
- Microsoft Windows OS
- Microsoft Excel
- Organization
- Time management
- Negotiation
- Memorization of product specifications and applications

Desired Education, Experience, and Capabilities:

- An Associate's degree, technical degree or greater is preferred
- Knowledge of the light aircraft industry
- 2-5 years of sales experience preferred

This position could be broadened to include the following roles if the applicant has the relevant qualifications: engineering, product development, CAD, CAM, machining, fabrication, process development, composites design and fabrication, robotics, and automation. Further compensation would be offered accordingly.

Join our team to begin an engaging career at Warp Drive Propellers. Send your resume to careers@warpdriveinc.com to be considered for an immediate opening. This is truly a niche field of aviation and as your experience and responsibilities grow, so will your compensation.