



Aerospace Senior Account Manager - France

RBC Bearings is an international manufacturer and marketer of highly engineered precision bearings and products, which are integral to the manufacture and operation of aircraft and mechanical systems, to reduce wear to moving parts, facilitate proper power transmission, reduce damage and energy loss caused by friction and control pressure and flow. RBC focuses primarily on highly technical or regulated bearing products and engineered products for specialized markets that require sophisticated design, testing and manufacturing capabilities. Over the past fifteen years, we have broadened our end markets, products, customer base and geographic reach. We currently have 43 facilities of which 36 are manufacturing facilities in six countries.

In order to reinforce our European Sales team, RBC is currently looking for an **Aerospace Senior Account Manager** to support our Sales efforts in **France**.

Mission:

The mission is to further develop and profitably grow RBC Bearings' business in line with RBC Corporate objectives. The mission requires the successful candidate to travel and work closely with customers across all functional areas in order to deliver new business while growing/maintaining existing business. Must maintain effective, collaborative working relationships with customer personnel and all members of the RBC team across the Corporation.

Objectives:

- Candidate will act as Sales contact for major Aerospace customers within France and, possibly, surrounding countries.
- Primary responsibilities are to maintain existing business and develop new business opportunities with our strategic customers.
- Position will work from home-office and be located within France
- Overnight travel will be required, dependant upon specific customer assignment

Responsibilities:

- In conjunction with Corporate goals and objectives, develop plans and strategies to gain targeted business and utilize management to make it happen.
- Support the creation and achievement of annual Sales Plan for the customers and territory
- Develop familiarity and rapport with key customers that permits RBC Management to evaluate business opportunities, assess competitive environment, and execute successful strategies for growth and market leadership.
- Work across all departments and levels of management within strategic customers, ie Procurement, Engineering, Quality, Executive Management, etc.
- Create energy and enthusiasm internally and externally relative to business opportunities within assigned territory and accounts
- Orchestrate complex contract negotiations with sophisticated and demanding global customers
- Manage the customer interaction throughout the identification, discovery, offer, award, and after-sale phases of major projects

- Submit comprehensive and timely call reports to communicate activity and opportunities to RBC Management. Report and regularly update MODS (Major Opportunities Data)
- Establish a good working relationship with personnel in the various divisions within RBC

Requirements:

- Engineering degree or equivalent experience
- Prior experience within the Aerospace Industry, working knowledge of key Aerospace customers preferred
- Fluency in French and English required
- Good Communicator, both written and verbal
- Strong initiative, organization skills, and attention to details
- Strong focus and drive to meet targets and objectives
- Proactive attitude, suggest changes when necessary and implement the recommendations

This is a challenging and versatile position in which you will be part of a dynamic team with the potential to handle significant account responsibility with a direct impact/influence on RBC's position within the European Aerospace market.

If you are interested in this exciting position, we are looking forward to receiving your complete application.

Your file will be handled with upmost confidentiality and discretion. Please send your CV or any questions to the contact information below.