

SALES MANAGER: DEFENCE & AGT

NYCO is an independent and privately-owned French company, based in Paris, and recognized as a world-wide leader in the manufacture of synthetic esters and specialty lubricants for Aeronautics, Defence and Industry markets. NYCO America is the US-based subsidiary of NYCO, responsible for the sales and marketing of NYCO products in North America. An international network of affiliates, distributors and agents has enabled NYCO to extend our presence in over 100 countries globally. We invest in innovative technologies at our R&D Center staffed with 25 technologists dedicated to synthetic lubricants & fluids. We apply our technologies in offering comprehensive solutions to satisfy customers' expectations for performance and value.

NYCO America is recruiting a new Sales Manager with a proven record in technical product sales to manage and develop sales in the Defence Business (Military), under the responsibility of NYCO America's CEO with activity under direction of NYCO's (Paris) Head of Sales, Defense & AGT. Responsibilities will also include aviation lubricant sales to aero-derivative ground-based turbines for power generation, known as AGT.

Sales territory: USA & Canada

CANDIDATE PROFILE

- Minimum overall work experience of 5 years in the Aviation or Defense industry;
- Minimum direct technical sales experience of 3 years, preference for selling into Defense markets;
- Direct customer facing technical selling experience with record of commercial sales success;
- Recognition for past experience in US military or with military materials acquisition, an advantage;
- At minimum, mandatory Engineering bachelor's degree in mechanical or aeronautical engineering, with additional MBA degree preferred;
- Highly self-motivated, having strong negotiation and communication skills, oral & written;
- Willingness to travel routinely in North America about 50% of the time;
- Interest and willingness to acquire and understand lubricant performance and technology in sales role;
- Ability and desire to work in a multi-cultural environment with high spirit, entrepreneurial team values;
- US citizen, current full-time resident in the US;
- Job office location is NYCO America headquarters in Newnan, GA in close proximity to Atlanta, GA.

To be considered for this challenging opportunity, please send your resume to James Mustacchio - CEO, NYCO America: jmustacchio@nycoamerica.com