



Sales and Marketing Manager Central Europe
for
Innovate Aviation/Automotive Company
launching the world's first flying car

Introduction

The Dutch company PAL-V International BV is launching the first commercial Flying Car in the World's history. The first model is the PAL-V Liberty which was unveiled at the Geneva International Motorshow in 2018. It is the first in a range of products that the company plans to develop in the new area of Personal Flying Mobility. The company is recognised as one of the leaders in this industry.

The PAL-V Liberty is built in compliance with existing regulations in Europe for both road and air travel. In the air it is an EASA certified airplane, flying like a Gyroplane which is the safest and easiest way of flying. On the road it is a two person certified three wheeled vehicle with sportive car performance (max speed 170 km/h). As a leader in this industry PAL-V gets a lot of free publicity which is very valuable for its marketing and sales.

The development of the technology and the first product started in 2008. In 2011/2012 the drive testing and flight-testing of the proof of concept prototype took place. This demonstrated the feasibility of the technology but also the certifiability within existing regulations. Since then the company has developed its first commercial product, the PAL-V Liberty.

Function description:

As Sales and Marketing Manager for Central Europe you are part of the M&S team reporting directly to the CEO. You will have colleagues with the same role and responsibilities for other regions, at this moment in North America and Western Europe. You are responsible for direct sales as well as building up an indirect sales structure in the various countries. This should provide for sales, training and maintenance partners. In the beginning the main focus will be on the German speaking countries (Germany, Switzerland and Austria).

The Sales and Marketing managers are supported by a back-office that develops marketing tools and supports in marketing and sales activities based on the M&S team inputs. The Sales and Marketing managers are using these tools and determine the way they are applied locally. As PAL-V is launching a new product in an emerging industry the role requires creativity, hands-on attitude, flexibility and lots of initiative. You will be active in many disciplines of sales and marketing.

Required background and experiences:

- Business or marketing-related degree or equivalent professional qualification;
- Relevant knowledge/experience with aviation and affinity with automotive industry;
- Broad experience in the various aspects of sales and marketing;
- Technical marketing skills;
- Sales and networking experience;
- Experience with luxury goods sales and marketing is an advantage, as well as having a PPL (Private Pilot Licence);
- We prefer a candidate who resides in Germany, Switzerland or Austria.

Key competencies:

- Excellent written and verbal communication skills in German en English;
- Presentation skills;
- Organization and planning;
- Strategic thinking;
- Problem analysis and problem-solving;
- Selfstarter with implementation skills;
- Hands on attitude;
- Persuasiveness;
- Adaptability;
- Creativity;
- Ability to setup and negotiate sales and distribution contracts;
- Sales skills in 1:1 high value goods;
- Networking skills within high net worth individuals and large companies.



What do we offer:

- Co-write history in mobility;
- Work with a great team;
- Ample room for initiatives and creative ideas;
- A very international working environment;
- Great variety and broadness in activities;
- Experience the different phases in the growth of a company.

Reactions:

For more information please call Monique Verduijn +31 (0) 88 256 2204.

Written applications can be send to: mynewjob@pal-v.com

