



# Regional Sales Consultant

Eagles Flight is recruiting a high caliber individual to join our sales team.

A sales consultant is responsible for the growth of our Eagles Flight experiences and programs for clients. With great initiative and a mindset of build, evolve and grow, help us expand our sales team capacity, targets and prospective clients, as well as develop relationships with our existing clients.

As a sales consultant, you will be part of an internal team at Eagles Flight Asia Pacific as we continue to expand our business across Asia & Australia.

We are growing quickly, so sound judgement, creativity, accountability, and the ability to present will be critical to your success.

You would also need to thrive on the opportunity to be part of a global team committed to Eagles Flight's point of difference: Changing behavior to improve performance.

This role will actively support and report to the Director of Clients & Partners.



## In This Role You Will:

1. Implementing and monitoring sales targets and revenue goals.
  - 1.1 Ensure the accurate recording of data, evaluations and other metrics in order to produce qualitative and quantitative reports regarding sales and engagement activities for CEO, COO and Director of Clients & Partners.
  - 1.2 Optimising and reporting on lead generation and conversion
2. Establish, develop, and maintain positive client relationships via email, phone, and in person.
3. Create business development strategies; identify roadblocks and drive new business from conception through closure with our existing clients.
4. Provide insight into client portfolio performance and make recommendations for further improvements to both the client and Eagles Flight
  - 1.1 Design and support a seamless customer experience
  - 1.2 Evaluate and develop recommendations for new and existing products and services
  - 1.3 Contribute to innovative end-to-end concepts and promotional activities
  - 1.4 Define, validate, and align our customer value proposition with our products, services, and brand positioning
5. Efficiently execute all administrative workflow functions such as coordinate prospective client meetings, prepare engagements, collation, and lodgement of client documents.
6. Ensure effective and ongoing communication and collaboration between team members and our broader global Eagles Flight team.
7. Work with and be based with our Singapore team.
  - 1.1 Opportunity to work with and expand our clients across Asia and Australia. You will also have the opportunity to learn from and collaborate with our teams in North America, South America, Europe and the Middle East.
8. Be provided a competitive basic salary plus significant financial upside related to the business and client portfolio growth they create.
9. Accurately maintain CRM database.

## You Should Have:

1. Demonstrated experience in delivering and evaluating effective multi-faceted sales projects, initiatives, and campaigns.
2. Preferable you have demonstrated experience in a consulting or managerial position.
3. Strong written and verbal communication skills including interpersonal skills.
4. Strong organisational and project management skills, with the ability to work on several projects simultaneously to tight deadlines and prioritise workload.
5. Ability to manage and work within a small team environment.
6. Experience using project management software, Asana is preferable.
7. Experience using communications tools, Howspace is preferable.
8. Experience using a CRM, Hubspot is preferable.



## About The Team You'll Be Joining

*Exceptional Service ~ Absolute Quality ~ Genuine Friendliness ~ Leadership Excellence ~ Ethical Profit*

Our team is renowned for the ownership they take in the quality of their work and delivering incredible outcomes together. As a result, we are a close knit team that is energetic, and collectively owns creating a positive environment. We do this through our strong commitment to our values.

Eagles Flight employees who demonstrate high performance and commitment have the opportunity for career development and advancement within our team.



## Join Us Today

If this sounds like you, please send us the following two things:

- 1.1 Cover letter
- 1.2 Resume

Applications can be sent to [efasia.hr@eaglesflight.com](mailto:efasia.hr@eaglesflight.com). Please include Sales Consultant in your subject line. We will only be accepting applications from Singapore citizens/PR.

We thank all applicants for their interest; however, only those selected for further consideration will be contacted. If you are a person with a disability and require accommodation to successfully apply, please email us to make your accommodation request.