



Vacancy Announcement

DATE: July 24, 2018
TO: All Qualified Applicants
FROM: Human Resources
RE: Cargo and Mail Sales Director
LOCATION: Anchorage, Alaska
CLOSING DATE: Open Until Filled

This announcement is for a **Cargo and Mail Sales Director** for Ravn Air Group. This position reports to the Chief Commercial Officer and is responsible for all sales activity as it relates to all cargo/freight and mail. Additionally, the Cargo and Mail Sales Director will ensure all relationships with existing customers and new customers are maintained and developed to meet and deliver on Ravn's revenue goals and budgets. The successful candidate will have a background in sales and marketing, excellent communication skills, and commercial understanding of cargo/freight, mail, or travel.

This is an exempt, full time, benefits-eligible position. Position typically works Monday through Friday in Anchorage, however overtime may be required as dictated by business needs.

Minimum Qualifications

- High School Diploma/GED required, college degree is highly preferred;
- Requires knowledge in sales development, customer relationship management and new market development in one or all of the cargo, freight and mail sectors;
- Prior work experience in a sales and marketing role, preferably within the Alaskan cargo/freight, mail or travel sector, is a must;
- A strong knowledge of Alaskan communities and the opportunities/challenges associated with these is highly preferred;
- Strong verbal and written skills, and ability to build relationships;
- Strong negotiating and persuasive skills;
- Ability to systematically analyze sales data, draw relevant conclusions and implement appropriate solutions;
- Proficiency with computers and Microsoft Office Suite (Outlook, Word, Excel, and PowerPoint) is required in addition to database skills and experience in using a customer relations sales tool (i.e., Salesforce etc.), experience with cargo/freight systems is an advantage;
- Exceptional communication skills are required;

- Able to work with minimal supervision in a fast-paced setting, while maintaining focus around multiple employees and distractions;
- Must have a professional appearance and demeanor;
- Able to pass a background check;
- Comfortable working in an airport environment around odors and sounds typically associated with operating aircraft.

Duties & Responsibilities

- Represent the Company in a professional manner to all cargo/freight and mail customers and partners;
- Deliver the agreed cargo/freight and mail revenue budgets;
- Develop an annual sales plan to deliver revenue budgets that ensures the right sales mix;
- Analyze sales trends and results, and adapt plans accordingly to meet annual goals in conjunction with all relevant departments;
- Identify and pursue new revenue opportunities;
- Attend relevant industry functions and participate in appropriate industry associations of which the Company is a member;
- Negotiate relevant contracts and agreements with all freight/cargo and mail customers;
- Provide regular and ad-hoc reports in regards to all relevant revenue channels;
- Other duties as assigned and within the scope of this position.

ALL INTERESTED PERSONS ARE ENCOURAGED TO SUBMIT A CURRENT RESUME AND COMPLETED EMPLOYMENT APPLICATION TO RAVN AIR GROUP VIA EMAIL, FAX, OR BY MAIL:

Email: jobs@flyravn.com

Fax: (800) 616-5081

Mail: Ravn Air Group, Human Resources, 4700 Old International Airport Road, Anchorage, AK

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