

<b>Park Aerospace Corp.</b>	POSITION ID #	PAGE 1 of 1	EFFECTIVE DATE 01/2020
JOB TITLE –Director of Sales	DEPARTMENT Sales	GRADE LEVEL - TBD	CLASSIFICATION Exempt
Direct Report To: Senior Vice President – Sales, Marketing and Business Development			
<b>PARK AEROSPACE CORP. JOB DESCRIPTION</b>			
PREPARED BY: Senior Vice President – Sales, Marketing and Business Development			
APPROVED: Chief Operating Officer and Human Resources Manager			

**SUMMARY:**

Director of Sales will provide sales and technical support to Park Aerospace Corp. customers and prospective customers. The objective will be to aggressively obtain new business as well as support the existing customer base.

**RESPONSIBILITIES:**

- Aggressively seek new customers and open new markets in the global aerospace industry
- Provide ongoing sales and technical service to Park customers to ensure maximum sales and optimum performance of Park's products
- Manage and support new qualification efforts with OEMs or specification custodians
- Develop and maintain direct contact with key business and technical decision makers at assigned and potential Park customers and take a lead role with those decision makers to facilitate the adoption of Park Products
- Submit a weekly sales report detailing significant commercial and technical events / highlights, consistently update Park's CRM (Customer Relationship Management) system with weekly activities
- Interface with Park business units including Production, Customer Service, R&D, and Quality Management on all issues germane to Park's commercial activities
- Provide feedback and market intelligence to R&D on the development of new products
- Provide intelligence to Product Management, R&D, and Sales Management regarding the performance of competitive products used at current and potential Park customers
- Uphold Park's principles of Integrity and Humility

**SKILLS and EDUCATION REQUIRED:**

- A driving passion for sales
- Excellent oral, written, analytical, and interpersonal skills
- BS degree in Engineering preferred but not required
- 8 to 10 years sales or account management experience in the aerospace or composites industry
- Technical skills in composite materials and structures are preferred
- Must be willing to travel up to 75% of the time both domestically and internationally
- Strong work ethic and ability to manage multiple projects and work well in a team environment
- Proficient in Microsoft applications
- Knowledge of a CRM system such as Salesforce is a plus

*I have carefully read and understand the contents of this job description. I understand the responsibilities, requirements, and duties expected of me. I also understand that this job description does not constitute a contract of employment, nor alter my status as an at-will employee. I have the right to terminate my employment at any time and for any reason and the company also retains this right.*

\_\_\_\_\_  
Employee Signature                      Date

\_\_\_\_\_  
Printed Name

The specific statements shown in each section of this description are not intended to be all-inclusive. They represent typical elements and criteria considered necessary to successfully perform *the essential functions of the position*.