



## Director Sales Americas

Lantal Textiles is a leader in the design, production, and distribution of textiles and services for the international community of aviation [airlines and aircraft manufacturers], bus, and railway operators. We offer our customers forward-looking counsel in the domains of style, design, and execution. The objective is always to achieve the ultimate in well-being for travelers. As a company with Swiss roots, Lantal stands for traditional values and is committed to the pinnacle of product and service quality.

We are currently offering the position as

### Director Sales Americas

Based in the USA close to an international airport you will foster existing and acquire new customers in the assigned territory. As a valued member of the global sales team, you will be given a great deal of freedom to identify the key individuals of the airlines, develop new clients, manage existing Key Accounts and initiate, direct and coordinate outstanding sales strategies for the 'Americas' aviation market. This is an opportunity to play a key role in developing high-level sales plans, while also ensuring your strategic execution, which positively impact revenue, profitability, and contribute to increased market share.

With your sound commercial sales background within the aviation industry, strong business acumen, and above all, a strong desire to succeed, you navigate well in a fast-paced international environment and are comfortable working in a matrix organization. Complex situations do not faze you and you have the ability to deeply penetrate organizations, capture opportunities and draw the right conclusions.

(Profile: Academic qualifications in Business (BBA), Communication or Marketing. Minimum 8 years of experience in a fast-paced business development / key account management / Able and willing to travel up to 70%, domestic and international).

For more details regarding this position and the required profile, please contact Roger Heid at YER USA Inc.:

#### **YER USA Inc.**

115 Perimeter Center Place, Suite 625  
Atlanta, GA 30346  
T +1 (404) 567-5610  
M +1 (980) 251-7242  
[rogerheid@yer.com](mailto:rogerheid@yer.com)

We are looking forward to meeting you.