



## Director Sales Americas

Lantal Textiles is an international leader in the design, production, and distribution of soft furnishing interior products and services for the worldwide community of aviation, bus, railway OEMs and operators. We offer our customers forward-looking counsel in the domains of style, design, certification and execution for their customized interiors. The objective is always to achieve the ultimate in well-being for travellers and transform the Cooperate Identity of our customers into beautiful and unique cabin solutions. As a company with Swiss roots, Lantal stands for traditional values and is committed to the pinnacle of product and service quality. Our employees are the key to our success, which is reflected in our open and trustworthy company culture.

To support our Business Unit Aviation Sales Team, we are currently looking for a

### Director Sales Americas

Based closed 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, identify and develop new clients, manage existing accounts and initiate respectively execute sales strategies in your territory.

### Main Responsibilities

- Leads and drives forward all commercial activities and related customer communication for assigned territory according to the company defined sales goals and business strategy
- Initiates, develops, and grows existing and new customer relationships with Purchasing, Engineering, Customer Experience and Aircraft Program personnel, paving the way for optimal and efficient commercial negotiations and deal closure.
- Participates in activities toward identifying, prospecting, relationship building and networking to penetrate non-Lantal customers
- Collect information from market, customers & competitors to adapt business strategies in the assigned territory
- Participation in trade shows and industry events to generate new sales opportunities
- Evaluates business cases and present those to the leadership team for approval
- Cross-functional coordination with interface departments such as Customer Service, Quality Insurance and Development.

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

**Your profile**

- University degree, ideally in Business (BBA), Marketing, or other sales related areas
- At least 3 years sales, business development or key account management experience in a fast-paced business environment in North and South America (experience in the transportation industry is a plus)
- Fluent in English (written & verbal), Spanish is plus
- Willingness to travel up to 50%, domestic and international and to work efficiently on a home office basis
- Proficient in MS Office Suite (Excel, Word and PowerPoint). Experience using CRM systems (Salesforce) is a plus
- Strong analytical skills, strategic thinking as well as influencing and negotiation skills
- Motivating and positive personality with a "getting things done" attitude

The person we are looking for will be hired at our headquarters in Langenthal Switzerland or our subsidiary in Rural Hall, North Carolina

Please send your application to: Ms. Lisa Siegfried [lisa.siegfried@lantal.ch](mailto:lisa.siegfried@lantal.ch).

We look forward hearing from you.

The Lantal Team