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# Example of Aftermarket Sales Job Description

Our company is looking for an aftermarket sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for aftermarket sales

* Create sales tracking reports
* Maintain active customers and prospect new customers
* Provide technical support to the manufacturing, assurance and logistics departments
* Manage distributor accounts
* Manage Service Centers Activities
* Collaborate with HR and Growth Center to develop and implement on-going technical training on new products, product changes, and/or updated policies/procedures training/certification programs for new hires
* Lead all activities for Wedeco UV, which is a comprehensive, proactive, and integrated portfolio of Aftermarket services that provides customers with solutions to achieve the lowest cost of equipment ownership
* This role will take a targeted approach to leverage penetration into all Aftermarket UV opportunities across the defined region
* Proactively pursue UV business through the execution of system health checks (condition audits) within the Wedeco UV municipal installed base
* Manage and conduct ride alongs and health checks with the Wedeco representative network for securing orders regarding retrofits of pull through equipment opportunities to replace Wedeco UV and competitor systems, parts replacement, service opportunities (preventative maintenance agreements, energy audits, operator training, system optimization, ), and sales of advance process controls (APC) equipment

## Qualifications for aftermarket sales

* Bachelor’s Degree from an accredited institution preferred or 10 years of Aerospace experience can offset the Bachelor’s Degree
* Automotive Aftermarket Sales experience preferred
* Possess a Bachelor’s Degree Business Administration, Marketing or other related field
* Minimum of 3 – 5 years sales experience with key accounts
* Private Pilot’s license, A&P license, or previous aerospace experience is desirable
* Technical knowledge of aircraft is a plus