

# Regional Sales Manager - Europe



## COMPANY:

Paris based Safety Line offers digital solutions that enable airlines and airports to leverage existing data for safer and more efficient operations. The combination of a solid expertise in aviation associated with patented research in data science applications allows Safety Line to offer uniquely innovative solutions, including:

- **SafetyCube**, an integrated compliance, safety, and risk management solution for aviation based on a dynamic BowTie approach
- **AirsideWatch Analytics**, a digital solution allowing to improve Airside efficiency by leveraging unprecedented analytics from ground radar data
- **OptiFlight - In-flight guidance**, the only flight efficiency solution allowing airlines to optimize all flight phases including climb thanks to machine learning performance models, accurate 4D weather forecasts, and customized recommendations issued to pilots for each flight

The Company headcount is currently 25 and is increasing to cope with rapid growth.



## MISSION:

Safety Line is expanding its international presence and building a global commercial network for further growth. The Regional Sales Manager – Europe will report to the Chief Commercial Officer, in full coordination with the product managers and customer support teams. Major responsibilities include:

- ✈ Identify key prospects, building on current successes and references
- ✈ Develop and maintain detailed information on key decision makers within prospect organizations and follow-up on action plans using the company CRM solution
- ✈ Contribute to marketing presentations and material
- ✈ Identify and optimize participation to key industry events
- ✈ Keep informed of competitors, developments and trends in assigned region
- ✈ Be on the lookout for and entertain potential strategic partnerships
- ✈ Coordinate responses to RFPs when applicable
- ✈ Coordinate presentations, demos, trials and sales proposals to prospects
- ✈ Report on commercial activities (weekly sales review, monthly reports)
- ✈ Travel of up to 50% of the time, primarily regionally and occasionally globally



## SKILLS AND EXPERIENCE:

- ✈ Aerospace engineer or a Master degree in Aerospace
- ✈ Experience in aviation services sales management
- ✈ Good organization and management skills
- ✈ Leadership and teamwork capabilities
- ✈ Excellent inter-personal skills
- ✈ An interest for innovative digital solutions
- ✈ Fluent english



## CONTACT US:

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