We are looking for candidates for our unit in Johor Malaisia
SALES & BUSINESS DEVELOPMENT MANAGER

About Us

SUNAERO is an innovative international SME serving all stakeholders in the aircraft maintenance industry.
The company designs and manufactures patented equipment and associated services for aircraft production and maintenance. Through its technologies, SUNAERO contributes to the efficiency and sustainability of the aerospace industry. Its customers include aircraft manufacturers (Airbus, Boeing, etc.), airlines and military organizations. Based in Johor, Malaysia, SUNAERO ASIA is the group's regional hub, supporting airlines, MROs and aircraft operators across Asia Pacific. Joining SUNAERO ASIA means:

- Playing an active role in building the company's commercial presence in Asia Pacific
- Becoming part of a dynamic and international team
- Working closely with major airlines, MROs and players in the aerospace industry

YOUR MISSION: DEVELOP SUNAERO ASIA'S BUSINESS IN THE ASIA PACIFIC REGION
To strengthen our sales team in Johor, we are looking for:

Sales & Business Development Manager

Reporting directly to the Head of Global Sales, your responsibilities will include:

- Developing new customers and markets with airlines, MROs and operators across Asia Pacific
- Managing and expanding the existing customer portfolio as the primary point of contact in the region
- Coordinating and working closely with appointed country representatives
- Preparing commercial quotations, technical proposals and responses to tenders
- Following up commercial projects with technical and operational teams to meet revenue and margin objectives
- Contributing to sales forecasts, budgets and market intelligence
- Traveling frequently within the region and internationally, including trade shows and industry events
- Maintaining CRM / AutoCount records, sales reports and coordinating customer deliveries

Profile and skills : A hunter mindset, team player, ,with a strong technical interest

You hold a Degree in Business, Marketing, International Business or Engineering (Mechanical, Electrical or Aerospace), and have a minimum of 5 years' experience in sales and business development in a technical and international environment.
To successfully convince future customers, you must demonstrate a genuine interest in technology, engineering, and industrial processes, and a good understanding of the
aerospace ecosystem (OEMs, airlines, MROs and military).
You will work in an international environment; therefore, a very good command of English
is essential. Bahasa Malaysia, Mandarin or other Asian language skills would be a plus.
To succeed in this role, you must be proactive, dynamic, persistent, results-driven, and capable of working according to the standards and expectations of the aerospace industry.

Employment conditions

- Contract Type: Permanent Contract
- Status: Full-time
- Compensation: Competitive package based on experience, including performance-based incentives
- Frequent travel throughout the Asia Pacific region
- Location: Johor, Malaysia

If you're interested in joining a dynamic, fast-growing company, please send your application to :

careers@sunaero.com

With the following subject line: Application – Sales & Business Development Manager – Asia Pacific

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