



Aircraft Sales Manager Tecnam Aircraft (m/w/d)

Turn your passion for flying into your professional career.

You already fly in your free time. You have built professional experience in business, sales or another customer-focused environment. Now you have the opportunity to combine both.

GM Aviation is the exclusive dealer for Tecnam Aircraft in Germany and Austria. As part of our continued growth, we are looking for an **Aircraft Sales Manager** to strengthen our team and further develop the Tecnam market in our sales territory.

Tecnam is one of Europe's leading General Aviation aircraft manufacturers, offering a broad portfolio ranging from modern single-engine and twin-engine aircraft to solutions for private owners, flight schools, flying clubs and commercial operators.

You do not need previous aircraft sales experience to join us. What matters is a genuine passion for General Aviation, a commercial mindset, confidence in dealing with customers and the motivation to develop into a successful aircraft sales professional.

Whether you already have sales experience or want to turn your aviation passion and commercial background into a new professional career, we would like to hear from you.

Your Responsibilities

- Sell and promote new Tecnam aircraft throughout Germany and Austria
- Identify new business opportunities and actively approach prospective customers
- Advise private aircraft owners, flight schools, flying clubs & commercial operators on the Tecnam aircraft portfolio
- Manage customer relationships throughout the complete sales process – from initial contact and aircraft selection through quotation, demonstration and aircraft delivery
- Conduct aircraft presentations, customer meetings and demonstration flights
- Develop and implement sales and marketing activities together with our team
- Represent GM Aviation and Tecnam at aviation events, trade shows, fly-ins and exhibitions
- Build and maintain long-term relationships with Tecnam owners and customers
- Monitor market developments, competitors and changing customer requirements
- Work closely with Tecnam Aircraft in Italy as well as our internal sales and technical teams
- Coordinate the commercial and organizational aspects of aircraft sales and deliveries

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Piper Deutschland AG

Your Profile

- Valid EASA PPL(A) or higher is required
- Instrument Rating (IR), Multi-Engine Piston Rating (MEP) and/or CPL(A) is a strong advantage
- Genuine passion for flying and General Aviation
- Completed commercial apprenticeship, university degree or comparable professional qualification preferred
- Previous aircraft sales experience is not required
- Experience in sales, business development, account management or another customer-facing commercial role is an advantage
- Experience in aviation, automotive, luxury goods, technical sales or another high-value customer environment is particularly welcome
- Strong communication skills and confidence in dealing with different types of customers
- Commercial mindset and enthusiasm for developing new business
- Self-motivated, structured and reliable working style
- Team-oriented personality with a hands-on approach
- Willingness to travel regularly throughout Germany and Austria and occasionally internationally
- Willingness to attend aviation events and trade shows, including occasional weekends
- Fluent German and a strong command of English
- Valid driving licence

What We Offer

- The opportunity to represent and sell aircraft from one of Europe's leading General Aviation manufacturers
- A professional career that genuinely combines aviation, flying and sales
- The opportunity to actively develop the Tecnam market in Germany and Austria
- Responsibility for your own customers and sales opportunities
- Direct contact with aircraft owners, pilots, flight schools, aviation businesses and commercial operators
- Close cooperation with Tecnam Aircraft in Italy
- A varied working environment combining customer visits, aircraft presentations, demonstration flights, trade shows and office-based sales activities
- Structured introduction to aircraft sales and support from an experienced aviation team
- Opportunities for professional development, aviation training and increasing responsibility
- Competitive fixed compensation plus performance-based compensation
- A passionate, hands-on aviation team and short decision-making processes
- Workplace at GM Aviation in Koblenz or within our group at Kassel Airport, combined with regular travel throughout the sales territory

Ready to make aviation your career?

If you are a pilot with a commercial mindset and would like to combine your professional skills with your passion for flying, we would be pleased to meet you.

You do not need to write a lengthy cover letter. Send us your CV or simply get in touch for an initial confidential conversation.