



Sales Team Leader

[All Gender]

Piper Deutschland AG is Europe's largest comprehensive provider for General Aviation, headquartered in Kassel-Calden. Since our founding in the 1960s, we have been continuously active and have established ourselves as a reliable partner in the aviation industry. Our extensive range of services includes aircraft sales and trading, parts supply, maintenance, and training – all under one roof.

With approximately 100 dedicated employees, we place great value on teamwork, fairness, and the high quality of our work. In an industry where personal trust and close partnerships are crucial, we stand for integrity and reliability.

GLOBAL AVIATION + PIPER PARTS (GAPP) is a strong European provider of spare parts and accessories for General Aviation. A central warehouse in the heart of Europe, a service-oriented sales organization with native speakers, and excellent customer service form the basis for our continued success.

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Piper[®]
Piper Deutschland AG

We are currently seeking a dedicated

Sales Team Leader (m/f/d)

to join our team in Calden and achieve new successes with us.

Main Responsibilities:

- Manage and support the sales team
- Develop and implement sales strategies to meet sales targets
- Identify market potentials and new business opportunities to continuously increase revenue
- Assist the team in acquiring new customers as well as maintaining and expanding existing customer relationships
- Prepare reports and regularly analyze sales performance to optimize processes and strategies

Skills and Experience:

- Several years of experience in sales, preferably in the aviation industry
- Strong communication and leadership skills
- Good time management, along with a high level of customer and service orientation
- Fluent in German and English, both spoken and written
- Willingness to travel frequently

What We Offer:

- Free parking
- Free water
- Team events
- Modern offices
- Flat hierarchies
- 39-hour workweek

Please send your application documents, including your salary expectations, via email.

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