



## JOB POSTING

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### Commercial Manager

What you need, when you need it! We are looking for a **Commercial Manager** to join our team in our Commercial department. Custom Helicopters Ltd. provides helicopter support to clients for various applications, while providing high-quality services with a commitment to safety, quality, and value.

Reporting to the Director of Commercial, you will assist in the development of corporate growth and marketing initiatives, which meet and exceed the revenue expectations and needs of our existing and potential customers, as well as the retention of current business. This includes generating sales through new customer contacts, repeat customers and sales leads, while maintaining a high level of customer satisfaction and client retention levels. As the Commercial Manager you will assist with branding and marketing endeavors, and with planning, organizing, and developing the commercial strategy in accordance with company policies and procedures, current standards, guidelines, and regulations.

#### Qualifications:

- Diploma or Degree in business administration, or another related field with a specialization in sales or marketing (a combination of education and/or experience may be considered).
- Excellent communication and interpersonal skills with the confidence to influence internal stakeholders and external bodies, as well as a high level of accountability, sound analytical thinking, organizational, and prioritization skills.
- Knowledge in business, accounting, financial analysis, strategic/business planning, marketing, and operations.
- Proficient computer abilities; including Microsoft Office (Word, PowerPoint, Excel, and Outlook), and other mobile technologies.
- Ability to travel, both domestic and international.

The successful candidate must provide a satisfactory Criminal Record Check, verification of full vaccination against COVID-19, and have a valid Manitoba Driver's License and current Passport.

Custom Helicopters Ltd. promotes a highly skilled workforce built on mutual respect, supporting personal and professional growth. We offer a competitive salary, along with a comprehensive employee benefit and Pension Plan, and Employee Share Purchase Plan.

Submit your cover letter and resume to Human Resources at [hr@customheli.com](mailto:hr@customheli.com). Quote Job Reference: 08-22, Commercial Manager.

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