



SALES EXECUTIVE - ENGINEERING DUAL BASED - TRAVEL INVOLVED

Harrods Aviation is a widely recognised leading company in the General (Private) Aviation industry. We are committed to employing the very best individuals who can demonstrate and deliver the very highest level of customer service.

We are seeking an ambitious and commercially minded Sales Executive to support the growth of our Fixed Wing Engineering business based at London Luton Airport. This is an exciting opportunity for an individual who enjoys building customer relationships, identifying new business opportunities and working within a dynamic aviation environment.

Whilst previous experience within aviation engineering is advantageous, we welcome applications from candidates with strong sales and relationship management skills who are eager to develop their technical knowledge of aircraft maintenance services.

This is a permanent, full-time role with frequent travel between our two bases in Luton and Stansted required.

THE ROLE

Reporting to the Head of Sales and Marketing, this newly created role will focus on developing and growing maintenance sales opportunities for Harrods Aviation's Fixed Wing Engineering facility at London Luton Airport.

The Sales Executive will be responsible for identifying new business opportunities, building and maintaining strong customer relationships, and supporting revenue growth through exceptional customer service and commercial engagement.

Working closely with the Engineering, Technical Planning and Operations teams, you will act as the primary commercial contact for customers throughout the sales process. You will also proactively promote the wider range of services available across Harrods Aviation, including Rise & Shine aircraft detailing and our comprehensive FBO handling services.

This is an exciting opportunity for a commercially minded individual looking to develop a career within the aviation engineering sector whilst helping to drive business growth.

Key accountabilities will include the following,

- Work closely with the Head of Engineering and Business Development, and Operations Sales teams to develop product knowledge, customer relationships and commercial opportunities.
- Attend industry conferences, exhibitions, seminars and networking events as required.
- Visit existing and prospective customers to identify new business opportunities and strengthen relationships.
- Generate and follow up sales leads, building customer confidence, trust and long-term partnerships.
- Maintain accurate sales records and customer data within company systems and CRM platforms.
- Support the development and implementation of the Engineering sales strategy through market intelligence and business data analysis.
- Assist with the preparation and submission of accurate, professional and timely quotations and proposals.
- Collaborate closely with Technical Planning, Engineering and Operations teams to ensure customer requirements are fully understood and delivered.
- Identify opportunities to improve customer experience, increase customer loyalty and grow revenue across all Harrods Aviation services.
- Ensure effective communication between customers and internal departments, providing regular feedback and updates.
- Maintain an active pipeline of opportunities and provide regular sales forecasts.
- Develop account plans for key customers to maximise retention, repeat business and revenue growth.
- Monitor competitor activity, market trends and industry developments to identify commercial opportunities.
- Support customer visits to Harrods Aviation facilities and act as a key point of contact throughout the sales process.

HOURS OF WORK

The Engineering Sales Executive is required to provide an exceptionally high level of service and is responsible for ensuring that both business and customer needs are met in a timely and appropriate manner.

This is a full-time role, based on 40 hours per week, generally worked Monday to Friday.

Due to the nature of the role, there will be the need for flexibility to work outside these hours to support the business - taking out of hours calls and carrying out some work is to be expected and will be required.

Travel between both bases, to customers, events and overseas will be necessary.

Hybrid working is available for this role, 1 day per week, following successful completion of the probation period.

THE SUCCESSFUL CANDIDATE

The successful applicant will demonstrate the ability to work independently within a set structure and defined parameters.

You will be a strong and confident communicator with the ability to build rapport with prospective clients, with the ability to grow and nurture business relationships.

You can demonstrate that you can combine commercial awareness with customer demand to provide a positive outcome for both parties and portray a readiness and desire to learn relevant technical information to actively engage with customers about their maintenance needs.

The role requires a confident, enthusiastic individual with a willing personality and sense of humour. Preference will be given to candidates who already have previous experience in sales, account management or business development.

Knowledge of CRM systems (Salesforce) and aviation tracking data tracking programmes (WingX, Jetnet, Amstat or similar) would be advantageous.

Experience of working in a technical or engineering related industry is a significant advantage for this role.

Exposure to aviation engineering, aircraft maintenance or business aviation services; and an understanding of fixed wing aircraft operations and maintenance services is highly beneficial.

The role will be required to provide support at both our locations and will also include travel domestically and internationally to represent the company at various industry events and exhibitions. As such, both a full UK driving licence and an unrestricted passport are essential requirements.

You will need to hold the right to live and work in the UK and have a 5-year checkable history - either employment and/or education - to obtain an airport ID pass.

In accordance with Home Office guidance successful candidates will be required to evidence their right to work in the UK before commencement of employment. We do not hold a licence to sponsor this role under the Skilled Worker route. Candidates must therefore hold the right to work in the UK without employer sponsorship

REMUNERATION

Up to £45,828 per annum basic plus OTE / Commission (dependent on experience)

BENEFITS

- Enhanced annual leave entitlements (pro-rated during first year dependent on start date and for number of days worked per week)
- Holiday Purchase Scheme
- Happy Birthday Day
- Harrods Retirement Savings Plan Foundation (Contributory Company Pension)
- Harrods Rewards Card (staff discount)
- Onsite Parking

HOW TO APPLY

If you feel you have the right experience and qualities to apply, please visit our Careers page and apply.

<https://www.harrodsaviation.com/jobs/sales-executive-engineering/>

Closing Date – 31st October 2026

Contact Name: Human Resources

Contact No: 01582 589327

No agencies please.

We reserve the right to withdraw this vacancy and close applications before the specified closing date if an adequate number of suitable applications are received.

Owing to the high volume of applications, only candidates who meet the required skills and experience criteria will be contacted. If you have not been contacted within 2 weeks of the closing date, please assume your application has been unsuccessful on this occasion.