

# Join ENSCO as a Valued Reseller

*Together, we can bring ENSCO Avionics Safety-critical Products and Services to the Worldwide Market!*



**Do you have strong HMI development knowledge and sales experience?**

**A strong, favorable market reputation?**

**A proactive, results-oriented ability to identify and successfully pursue opportunities in a complex multi-national market?**

If so, you could be a good fit to help us succeed in regional safety-critical software application markets.

ENSCO provides the IData® HMI development tool suite, display application development, avionics software development, verification and validation, and certification expertise for DO-178/ED-12, DO-254/ED-80, and DO-278/ED-109 environments.

We are looking for sales agents worldwide who bring contacts, a strong reputation, and a track record of closing complex deals in aerospace, defense, space, industrial controls, automotive, and other safety-critical sectors.

## **Qualifications**

- Success selling Avionics software products and services
- Strong HMI development knowledge and sales experience
- Experience in HMI display sector for 5+ years
- Business-minded with a strong interest in aviation
- Proactive, results oriented, focused on solution selling; can penetrate and uncover opportunities in complex multi-national and smaller companies
- Hard working and motivated towards high personal achievement
- Excellent presentation and communication skills
- Strong analytical and problem-solving skills
- Customer service a priority, position ENSCO solutions to fulfil customer needs

## **Responsibilities**

- Convey aviation software technical knowledge, skills and experience
- Market ENSCO Avionics products and services; Expand ENSCO brand
- Access and nurture customers in assigned market
- Develop relationships, navigate the marketplace, and sell the benefits of solutions to Engineering, Supply Chain, Product Marketing, and other decision-making functions

**If you possess the background and skills to propel ENSCO Avionics forward, we would love to hear from you!**

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