



TCR Group – Business Development Manager (Newark, NJ)

OUR COMPANY

Headquartered at Brussels Airport (BRU-Belgium), TCR is the global leading provider of turnkey solutions for aviation Ground Support Equipment (GSE). TCR offers expertise in rental and operational leasing of GSE, maintenance, ramp assistance and fleet management. TCR employs approx. 1,500+ people globally and is present in over 200+ airports in Europe, South-East Asia, Australia and North-America.

TCR is operating in a niche market in which it is market leader. The company is growing at a fast pace and introducing its unique turnkey model in the North-American market.

TCR is a company where employees are at the heart of the success of the company. TCR provides not only a job, but also a long-term commitment in an environment where people can develop themselves and their careers. TCR is all about fun and passion!

ABOUT THE JOB

We are seeking a highly motivated and experienced individual to join our team as a Key Account Manager based out of Newark, New Jersey or Chicago, Illinois.

They will be responsible for maintaining and expanding customer relationships. They will also develop and execute strategic account plans to drive growth and maximize revenue from key accounts.

WHERE YOU'LL CREATE THE MOST IMPACT

- Develop and maintain strategic long-term trusting relationships with customers to accomplish organic growth and long-term company objectives
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams to ensure product and service delivery meets quality standards.
- Oversee a detailed record of client invoicing, to include invoice dates, confirmations, payment dates, methods, and statuses.
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics.

THE IDEAL CANDIDATE

- Bachelor's degree in related field preferred

- Proven experience as key account manager
- Experience in sales and providing solutions based on customer needs
- Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- Excellent organizational skills
- Effective problem-solving skills
- Strong negotiation and leadership skills
- Ability to handle multiple customer accounts

WHY TCR AMERICAS?

A fun and growing international group

- A company with short decision lines where our employees are central to the success of the company
- An environment where you can develop and grow
- A competitive salary
- Multiple employee benefits:
 - Medical Health Insurance
 - Vision Insurance
 - Dental Insurance
- 100% Company Paid: STD, LTD and Life Insurance
- 401k with Company Match
- Generous Paid Time Off
- Paid Sick Time Off
- UNLIMITED referral bonuses