



AAR Component Services (Thailand) Ltd.

บริษัท เอเออาร์ คอมโพเนนต์ เซอร์วิสเชส (ประเทศไทย) จำกัด

Quick AAR information / resources

Website: aarcorp.com

Careers: aarcorp.com/careers

Email: ACSTH-Recruitment@aarcorp.com

Warehouse Officer

The position

Responsible for Trading inventory and providing support to Supply Chain to Utilize ACSTH total inventory – WIP, Rotables, Active, Non-Active inventory movement. Working closely with Supply Chain on the costing of inventories include control of Reserve Book Value of inventories, reduction and leverage

Key Roles & Responsibilities:

SALES

- Works closely with management and staff across all ACSTH companies to initiate and lead sales activities in region.
- Creates in-region sales strategies and revenue plans that are aligned with Group and Operating Unit business goals. Monitors progress towards these plans and adjusts activity as required to achieve the approved revenue plan for assigned territory and products.
- Develops new markets, products, services, and customers within the assigned region.
- Generates creative proposals, pricing structures and contracts to meet customer needs and generate new business.
- Works closely with the Vice President of Marketing, Sales & Service to identify, execute and implement long-term business development opportunities including acquisitions, joint-ventures and business partnerships.
- Acts as the coordinator of multi-division proposals and sales efforts to customers in the assigned region.
- Coordinates with and supports business staff during their direct customer contact activities.
- Recommends, interfaces with and manages commissioned sales representatives within the assigned region. Reports on representative performance and drives representative accountability for performances.

CUSTOMER RELATIONSHIP MANAGEMENT

- Develops strong personal relationships with key customer contacts across all segments of the industry within the assigned region, including airlines, MRO facilities, Vendors Relationship Management and government/military agencies.

- Acts as a key customer advocate within the ACSTH organization while working closely with inside sales/customer support personnel. Responsible for elevating critical customer issues to any level necessary to ensure proper and swift issue resolution.
- Develops and maintains, in conjunction with ACSTH customer support staff, a set of customer metrics that are consistent with areas that the customer deems important. Organizes regular presentation of these metrics and company performance to both ACSTH and customer management.
- Identifies and coordinates ACSTH participation in key customer or governmental events which will increase Triumph's visibility and image.
- Ensures in-region activity is compliant with all company policies and local and national legal and regulatory requirements.

Qualifications:

- A valid driver's license with no moving violations in the last three years is an advantage.
- Must be able to lift up to 30lbs as necessary.
- PC skills necessary including Microsoft Word and Excel.
- Good command of spoken and written English
- Ability to understand Aviation technical communications including trace certificates, GHS (DG) documents and technical manuals.
- Show interest in mechanics and industrial equipment e.g. aircraft components.
- Possess affection to Aerospace
- Have good communication and interpersonal skills.
- Ability to coordinate and work well with other departments and individuals within the organization
- Have strong team orientation.
- Good process trouble shooting skills.
- Can do attitude and willing to learn.

Total rewards

As an AAR team member your rewards include:

- Annual uniform
- PPE safety equipment
- Transportation
- Vacation benefits, including Thai Public Holidays
- Provident Fund
- Group Insurance
- Training and development opportunities
- Staff engagement and recognition events

Performance objectives

- **Teamwork** – collaborates with colleagues to achieve results and is also comfortable working independently
- **Building trust** – operates with integrity, discloses own positions, remains open to ideas, and supports others through dignity, respect, and fairness
- **Building relationships and partnerships** – develops and leverages relationships within and across teams to achieve results

- **Communication** – conveys information and ideas clearly and concisely to individuals or group in an engaging manner, helping them understand and retain the message
- **Analytical skills** – must be able to use data to determine cause and effect for complex problem solving
- **Quality orientation** – accomplishes tasks by considering all areas involved, no matter how detailed

Why should you apply?

- AAR is the only aerospace / defense company on Forbes' America's Best Mid-Size Employers list.
- Our innovative and entrepreneurial culture encourages employee input in every aspect, from day-to-day activities to the company's future growth.
- Our learning and career development program affords employees a learning path with the necessary tools and resources needed to help build their career at AAR.
- We support non-profits and organizations that work to improve society in four primary areas: veterans and active military; education with an emphasis on STEM; health and wellness; and diversity / inclusion.

About AAR

AAR is an awarded global aerospace and defense company that offers employees a long-term career pathway and the opportunity to work with a great team! At AAR, our people remain our priority! We create the #BestTeamInAviation by focusing on recruitment, training, growth, engagement, and retention. AAR employees are empowered to meet their individual professional development goals through our global learning and development program, mentorship program, leadership training, continued education, networking, and much more!

AAR is committed to building a diverse and inclusive workforce. We encourage applications from people of all races, ethnic origins, religions, abilities, sexual orientations, gender identities, or expressions. We are dedicated to the health and safety of our people, our customers, and the communities where we live and work.

Primary Location: 700/160 Amata City Chonburi Industrial Estate Moo1, T. Bankao, A. Pantong, Chonburi, 20160 Thailand.

Qualified applicants may email their resume to ACSTH-Recruitment@aarcorp.com

Please submit your resume in PDF format.

Although all applications are appreciated, only those candidates selected for an interview will be contacted.