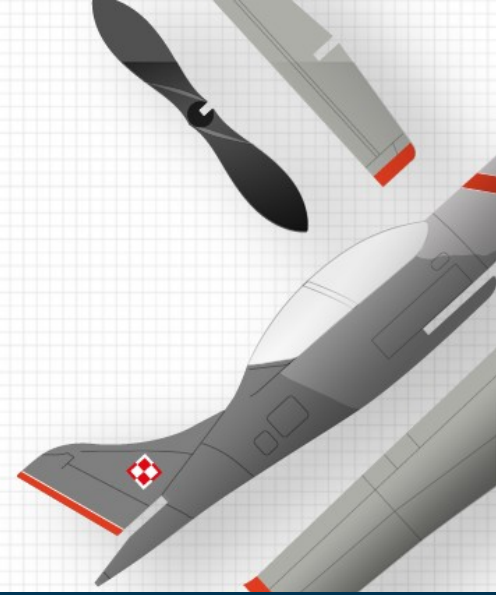


# AIRBUS

**Time  
for internal  
promotion**



You have the chance to try your hand at the Commercial Department as:

## COMMERCIAL MANAGER

Work location: Waraw

### What will allow you to be effective in your new role?

- > higher education, Management /Sales &Marketing studies are welcome
- > experience in the aviation industry and the acquisition of market and competitor information for analytical purposes
- > very good English skills (oral & written),
- > proficiency in MS Office (Excel)
- > availability for business trips (national and international)
- > the ability to set priorities, organize work very well and solve complex problems in cooperation with others.

### What will belong to your daily duties?

- > negotiating with clients ,looking for sales opportunities with existing and new customers to sell products and services
- > Preparation of commercial offers for existing and potential customers and management of the process
- > analysis and control of documentation in terms of assumptions made and analysis of technical documentation
- > cooperation with other departments to analyse requirements and define activities in order to prepare the final offer
- > Preparation of reports and summaries of activities carried out in the field of tenders
- > risk management and support in the launch of new projects and the preparation of new commercial offers.

You can submit your CV to the HR department directly or send it to:

[rekrutacja@airbus.com](mailto:rekrutacja@airbus.com)

Do not forget to write the position title and area of interest.

You have time until 15.11.2021