

# Aviation Support Manager

## About Elektronik Lab India Private Ltd.

Over the years Elektronik Lab India Private Limited (EIPL) has built a significant reputation as a full line system integrator for communication, navigation & surveillance equipment. Elektronik Lab India Private Limited among other accomplishments are leaders in the Indian Aviation connectivity sector and partner with the world's best satellite and avionics companies to provide Indian aviation customers, both government and private cutting-edge technology and services up in the air!

## About the role

The aviation sector is an exciting industry to be part of, and even better when you work with satellites and innovative avionics solutions. We are looking to hire a motivated Junior Aviation Manager to join our successfully team of solution providers. Your main role will be to support our aviation customers with their satellite airtime service needs, liaison between our partners and customers for commercials, invoicing and technical support when required to ensure service operability. The role will be full time for a competitive salary, based in our head office in Chennai. The role will involve occasional domestic and international travel for customer visits, training, and conferences.

## Responsibilities

- Support for Aviation connectivity products and services to assigned customers
- Manage the customer airtime account, contract renewals, invoicing and ensuring assigned customers' needs and expectations are met by the company.
- Work closely with our partners to manage all respective customer accounts
- Develop deep end-user relationships alongside OEM relationships
- Production of timely activity reports, revenue/sales forecasts.
- Provide support at regional trade shows and conferences as appropriate.

## Candidate requirements

- BSc or B.Eng candidates with background of electronics, communication and/or aeronautical studies
- 1-2 years of work experience in a similar field handling customer account and support
- Basic knowledge of the following subjects
  - Satellite communication
  - Connectivity services for aircraft
  - Communication Avionics
  - Public and Business jet operators
- Excellent communication, interpersonal and presentation skills in English
- Proficient in MS Excel and financial management
- Business planning and results-orientated approach

## Contact us to apply

If interested to join our world, please share your CV to [jobs@elektroniklab.com](mailto:jobs@elektroniklab.com) and we'll get in touch as soon as we can!