JUNIOR SALES REPRESENTATIVE

2-3 years Sales Experience Required | Full-Time | WG Henschen, an Abound Aerospace Company

Valencia, CA (In-Person) **Full-Time** **$45,000 - $55,000 + Bonuses**

About Us

WG Henschen is a privately-owned aerospace hardware distribution company founded in 1959 and now led by Justin and Todd Snyder — sons of Wesco Aircraft founder Randy Snyder — under Abound Aerospace. We're a family-owned business that pairs decades of industry expertise with a modern, tech-forward approach, and we're just as invested in our people as we are in our customers.

The Opportunity

Looking to launch a career in sales in the Aerospace industry? We're hiring a motivated, energetic Entry-Level Sales Representative to join our growing team in Valencia, CA. You'll learn how to connect with customers, understand what they need, and help them find the right solution — with full training and support from day one.

If you're confident, personable, coachable, and hungry to grow, this is a great place to build real sales skills and a real career.

What You'll Do

- Connect with potential and existing customers by phone, email, and in person
- Learn our products/services inside and out so you can recommend the right fit
- Generate new leads and follow up with prospective customers
- Build and maintain strong, lasting customer relationships
- Work toward individual and team sales goals
- Keep accurate customer and sales records
- Take part in ongoing sales training and team meetings
- Deliver great customer service from first contact through close

What You'll Bring

- 2-3 years sales experience
- Strong communication and interpersonal skills
- A positive attitude and genuine willingness to learn
- Self-motivation and a drive to hit goals
- Comfort picking up the phone and talking with customers
- Ability to work independently and as part of a team
- High school diploma or equivalent required; college degree a plus
- Able to work in person at our Valencia, CA office (remote/hybrid not available)

What We Offer

- Competitive base pay plus bonuses/commission
- Clear path for career growth and advancement

- Hands-on professional development and sales training
- A supportive, team-first environment
- health/dental/vision, 401(k), PTO included

How to Apply

Ready to kick-start your sales career? Apply today with your resume and a short introduction telling us why you're excited about this role.