

The Six Steps of the Sale Mock Business Profiles

Company Name: JT Aircraft Industries

Company Location: Paterson, NJ

Company Description: Manufactures aircraft engines and designs airplane bodies and wings.

Company Mission Statement: To provide our customers with quality and ecofriendly aircraft products.

Open Positions:

- General Production Laborer
- CAD Designer
- CNC Operator
- Aviation Welder
- Deburrer
- Machinist
- Manufacturing Engineer
- Aerospace Planner
- Quality Inspector

Decision Maker: Mr(s). Jones

LinkedIn Profile Information:

- College: Stockton University, Class of 2005
- Degree: Bachelor of Business Administration
- Current Location: Paterson, NJ
- Tenure at JT Aircraft Industries: 12 years
- Job Title: Hiring Manager

Pain Points:

- Need for trained CNC Operators
- Need for higher employee retention rates
- Need for training in MS Office Suite for Administrative Team

Objection: Has worked with a One-Stop Center in the past and did not have a good experience.



Company Name: Information Technology Solutions Inc

Company Location: Newark, NJ

Company Description: Provides information technology software solutions to manage critical business functions, systems, and processes.

Company Mission Statement: To deliver advanced technological solutions for our customer's business needs.

Open Positions:

- Information Technology Systems Administrator
- Information Technology Support Specialist
- Computer Software Engineer
- Oracle Database Administrator
- Network Technician
- Computer Technician
- Web Developer

Decision Maker: Mr(s). Smith

LinkedIn Profile Information:

- College: Rutgers University, Class of 2009
- Degree: Bachelor of Computer Science
- Current Location: Newark, NJ
- Tenure at Information Technology Solutions: 9 years
- Job Title: Information Technology Systems Director

Pain Points:

- Need for trained Oracle Database Administrators
- Need for employees to arrive on-time and stay the assigned shift
- Need for trained Information Technology Support Specialists

Objection: Feels that the company doesn't have the time for work-based learning programs.

