



SALES EXECUTIVE. VILNIUS, LITHUANIA

ABOUT COMPANY:

FL Technics is a global provider of tailor-made services for aircraft maintenance, repair, and overhaul (MRO), delivering solutions to commercial aviation customers worldwide. FL Technics is operating in a vast network of representative offices, hangars, and shop facilities, as well as largest independent line maintenance stations network across Europe, Asia Pacific, Africa, Middle East, and Canada.

Recognized as Top Employer of 2024, awarded by the Top Employers Institute, FL Technics demonstrates continuous effort and investments to create a great work environment and ensure the well-being of the ever-growing team in Lithuania and across the globe.

FL Technics is a family member of Avia Solutions Group, leaders in end-to-end capacity solutions for passenger and cargo airlines worldwide. The Group manages over 100 offices and production facilities globally and is significantly backed by the assets of over 9,000 highly skilled aviation professionals, serving more than 2,000 clients throughout Europe, Asia, North America, Australia, and worldwide and still counting.

YOUR TASKS:

- Potential customers search (by phone, online, at exhibitions, during meetings, etc.);
- Negotiating with specific existing customers (responsible for: Europe and CIS region);
- Grow long-lasting relationships by understanding customers needs;
- Research customers need and identify how our solutions meet them;
- Initiating and supervising contract signing process with the customers;
- Execute sales plan;
- Make suggestions for improving sales and customer service processes.

WHAT YOU SHOULD BRING:

- Higher education;
- B2B sales experience (at least 2 years);
- International sales experience;
- Proficiency in English;
- Russian language (at least B2 level);
- Strong time and work management skills;
- Strong negotiation and decision-making skills;
- Self-motivated, proactive, enthusiastic and eager to learn.

OUR ATTRACTIVENESS:

- Exclusive experience to the aviation business industry;
- Flexible working hours to promote work-life balance;

- Work remotely for up to one month a year;
- Additional private health and accident insurance;
- Discount system with partnering companies;
- Access to internal training and courses;
- Complimentary in-house gym and other sports activities;
- Supporting and cheering for your success team;
- Competitive salary from 2450 to 4960 EUR gross (including bonuses for reached sales targets).

Seize this opportunity to soar to new heights with FL Technics! Apply now and be part of a globally acclaimed team shaping the future of aviation technology.

Salary: from 2450 € to 4960 € (brutto)

FL Technics is a global provider of aircraft maintenance, repair, and overhaul (MRO) services. The Company specializes in base & line maintenance, spare parts & component support, engine, APU & LG management, full aircraft engineering, and technical training. FL Technics is an EASA Part-145, Part-M, Part-147, Part-21 as well as FAA-145 certified company with hangars in Lithuania, Indonesia and China as well as line station around the world.