



SALES DEVELOPMENT MANAGER. VILNIUS, LITHUANIA

BUSNEX - Providing environmentally friendly transport solutions, official representative for electrical airport shuttle buses introduction for the European market, distribution network creation and expansion. We are expanding our products portfolio and introducing electric airport shuttle buses to European market. Our new colleague will be fully responsible for developing, implementing and evaluating the sales strategies of electric buses.

We are looking for a person to take care of new brand of electrical buses introduction for the European market, distribution network creation and expansion in Europe. We are expanding our portfolio and introducing electric shuttle buses to EU market. Our new colleague will be fully responsible for developing, implementing, and evaluating the sales strategies of the buses.

Responsibilities:

- Conducting projects related to the sale of electric airport shuttle buses;
- Coordination of activities related to the preparation of individual stages of the project;
- Care for the implementation and performance of commercial contracts, including delivery logistics;
- Cooperation with the customers in terms of requirements, technical documentation, specifications, etc.;
- Cooperation with other departments in the implementation of the set goals;
- Develop and execute sales strategy through market analysis

What we expect from our new colleague:

- Knowledge of the automotive industry and network planning;
- Higher education, master's degree;
- Knowledge of English at the level enabling business communication;
- Ability to coordinate projects;
- Motorization-related interests are welcome;
- Independence in action and good organization of work;
- Innovative approach in implementing of tasks;
- Good knowledge of MS Office programs

We offer:

- Highly ambitious and dynamic team, readily supporting and collaborating with colleagues in a multicultural environment.
- Exciting projects in one of the world's most fascinating and innovative industries.
- Attractive salary and compensation package.
- Brand new modern office with on-site bistro, office bar, free gym, pool and tennis tables, and chill spaces.
- Discounts and special offers from various partners.

- Office bar.
- Children's room where you can leave your kids to play with supervision.
- Salary range from 3300 Eur Bruto and will depend on experience of the candidate with additional bonus schemes.

Avia Solutions Group is the leading aviation business group, operating across all continents with offices in Ireland, USA, Asia Pacific, UAE, Lithuania, South Africa, and Australia. Backed by 11,700 highly skilled aviation professionals, the group is the largest global ACMI (Aircraft, Crew, Maintenance, and Insurance) provider, operating a fleet of more than 199 aircraft. The group also provides various aviation services such as MRO (Maintenance, Repair, and Overhaul), pilots and crew training, ground handling, and other interconnected solutions.

Salary: from 3300 € (brutto)

Busnex is a provider of a variety of flexible sales and leasing solutions for Central and Northern Europe and a representative of Yutong - the world's largest supplier of buses & coaches pioneering renewable energy bus technology. Through Yutong's network of international bus service partners, Busnex also offers a full scope of maintenance services.