



## **SALES SPECIALIST. VILNIUS, LITHUANIA**

We are BAA Training, one of the TOP 3 largest independent aviation training centers in Europe. Our people are united by passion for aviation and a desire to ensure efficient training solutions for both pilots and airlines. BAA Training has offices in Vilnius, Lithuania; Barcelona and Lleida, Spain; Ho Chi Minh, Vietnam; Paris, France; India and is constantly growing.

We are looking for a new member in sales team. Aviation is a very fast-paced and truly multicultural world. If you are quick on your feet, like to converse in English, meet people from all around the world and excel in sales or love aviation – contact now!

### **We promise a highly challenging field and wide scope of responsibilities, which will initially cover:**

- Answering incoming inquiries (Leads).
- Providing information to the clients by phone and e-mail.
- Detailed presentation of the company's services to customer.
- In-depth market knowledge and career counselling for clients.
- Conducting negotiations with clients.
- Contract preparation according to the company's standard forms, agreeing on contract conditions with the clients.
- Collection and verification of necessary documents from clients.
- Performing Know Your Client (KYC) procedures for each client.
- Analyzing the needs of potential clients, planning meetings with them, collecting feedback and making further sales.
- Work according to approved company processes.
- Working with company IT systems to monitor and ensure a smooth sale and client service process.
- Completion of the necessary reports.
- Participation in daily meetings based on Lean principles.
- Setting and achieving short-term and long-term goals in accordance with the company's strategic goals.
- Performing other duties and responsibilities assigned by direct manager.

### **We dream about a team member who:**

- Has more than 2 years of experience in direct sales.
- Has experience performing "cold" calls and dealing with requests.
- Has experience in customer service and is service -minded.
- Knows what formal but pleasant communication with positive energy is.
- Has excellent skills in a Microsoft Office 365 environment.
- Uses the English language at an effectively operational and independent level.
- Uses the Russian language (would be an advantage).

- Knows how to manage several complex projects at once.
- Has analytical and conceptual thinking skills.
- Is attentive to details.
- Has great problem-solving skills.
- Is able to work independently and is self-motivated and willing to take ownership.
- Is flexible with good time management skills.
- Wants to learn every day and thinks aviation could be the love of one's life.

#### **What we offer you:**

- A health Insurance package after 3 months working for the Company.
- Contribution to your pension fund for seniority
- Work from home in compliance with company policy.
- Additional holiday days for seniority after 2 years of work for Company.
- A Wellness Day to take care of yourself and a Birthday Day to celebrate.
- Mental gym to support your emotional wellbeing from Mindletic.
- Sport club and childcare service for your convenience.
- An entertainment flight with a full flight aviation training simulator.
- Contemporary and convenient office space in a new growing AEROCITY area.
- Public transport cover during the workdays or parking space near the office.
- Discounts and special offers from various partners of the group.
- Extensive on boarding plan to ease your integration into company.
- An international and multicultural environment in vibrant industry with plenty of challenges to achieve.
- Personal growth possibilities if you are eager to progress in your career, we have a bunch of examples to share.

Salary: from 2149 € (brutto)

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**BAA Training** is one of the TOP 3 biggest independent aviation training centres in Europe providing a full scope of aviation training solutions on both – B2B and B2C levels. We are accelerating with the ambitious expansion in Europe and Asia and working with clients from 96 countries. Our mission is to provide aviation community with highly-qualified aviation professionals.