



SALES MANAGER (AVIATION DESIGN AND PRODUCTION, EUROPE, CIS). 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 operates in a vast network of representative offices, hangars, and shop facilities, as well as the largest independent line maintenance stations network across Europe, Asia Pacific, Africa, the Middle East, and Canada.

Recognized as Top Employer of 2025, 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 part of Avia Solutions Group, the world's largest ACMI provider, operating a fleet of 192 passenger and cargo aircraft worldwide.

YOUR TASKS:

- Understand DOA (Design) and POA (Production) capabilities and identify potential sales leads;
- Selling aviation design engineering solutions, services, components, and manufactured products;
- Negotiating with existing customers;
- Identifying and reaching out to potential new customers through calls, exhibitions and meetings;
- Engaging in proactive sales efforts, including negotiations and contract management;
- Research customers needs and identify how our solutions meet them;
- Build and maintain long - lasting, strong relationships with customers;
- Market (Europe, CIS) research and analysis looking for potential business cases;
- Execute sales plan;
- Active sales, negotiations, contracts preparation, participation in exhibitions;
- Technical information retrieval and analysis;
- Initiating and supervising project progress with the customers and internally.

WHAT YOU SHOULD BRING:

- 2-4 years of proven experience in international sales management, ideally within the aviation industry;
- Good English and Russian language skills (at least B2 level);
- Strong time and work management skills, desire to learn and improve;
- Critical thinking and problem solving skills;
- Strong interpersonal and communication skills with a track record of building lasting client relationships;

- Goal orientated with high sense of ownership;
- Ability to manage multiple tasks simultaneously.

WORKING AT FL TECHNICS:

- 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 range, final offer will be proposed based on your experience and competencies.

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.

Salary: from 2700 € (brutto)

FL Technics - a leading global provider of aircraft maintenance, repair, and overhaul (MRO) services, specializing in a comprehensive range of aviation solutions such as maintenance, parts and materials supply, technical trainings, wheels and brakes services, engine repair shop, engineering, design and production and aerospace logistics. With offices in Lithuania, the United Kingdom, the UAE, Canada, Germany, Italy and Thailand, FL Technics holds certifications, including EASA Part-145, Part-CAMO, Part-147, Part-21, FAA-145, UK CAA, and other NAA. Operations extend across Europe, South, Central and North Americas, the Middle East, Africa, Asia- Pacific regions.