



ACCOUNT MANAGER (BALKAN COUNTRIES). FLEXIBLE, FLEXIBLE WORK LOCATION

We are looking for the confident, communicative and highly-motivated Account Manager to join our expanding Team to expand our presence in Balkan countries. You will have an opportunity to work with the truly professional Team in challenging international business environment, specialising on delivering outstanding private, corporate and group air charter solutions to a host of international clients from the worlds of business, sport, music and fashion, what offers flexibility, privacy, and convenience tailored to the client's specific needs.

Responsibilities:

- Lead generation calls to identify new potential Clients
- Convert potential Clients to Skylence Clients
- Manage charter bookings from enquiry to completion
- Identify and generate new business leads
- Pro-actively target a list of Clients through outbound calls, emails and meetings
- Source and negotiate with aircraft operators to secure optimal charter solutions
- Develop and maintain relationships with Clients to ensure recurring business
- Exceed both sales activity and financial targets

Requirements:

- Proven experience as an Sales Manager or in similar role within aviation industry will be considered as an advantage
- Knowledge of private aviation, aircraft types and charter operations will be considered as an advantage
- Enthusiastically committed to continuous learning and development
- Fluent in Serbo-Croatian and English languages
- Ability to identify sales leads
- Excellent organizational and multitasking abilities
- Sharp and effective communication skills via phone, email and in person
- Reap enjoyment from advancing towards goals and objectives in a competitive environment
- Has a good balance between independent and team-oriented work

We offer:

- Interesting and challenging position within an international business environment
- Possibility to realize innovative ideas and solutions
- Competitive and fair remuneration system, performance-based bonuses
- Professional and personal growth opportunities
- Remote / Hybrid work possibilities
- Motivational programs: personal health insurance, sport gym in HQ, events for Employees and their families and all other Avia Solutions Group's benefits!

If you wish to redefine aerial luxury and be part of a global family committed to excellence, Skyllence is where your journey begins.

Salary: from 2500 € (brutto)

Salary comment: We are ready to discuss your individual salary according to your experience

Skyllence is a global air charter brokerage, specializing in the planning and provision of corporate, private, and group air charter flights. Established in 2021, Skyllence partners with a multitude of clients across business, sport, music, entertainment, and culture to deliver bespoke private travel experiences. The company's headquarters and representative offices are based in Singapore, Poland, Lithuania, South Africa, the UAE, and the UK.