



## **SALES SPECIALIST. GURGAON, INDIA**

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. After starting to expand in Spain and France we are now searching for a Consultant to join our team in Delhi, India. This is a great opportunity to work with people who want to start their airline pilot journey. BAA Training offers multiple routes to achieve their dream and you will be the one leading captains-to-be along them. Aviation is a very fast-paced and truly multicultural world. If you are quick on your feet and like meeting people from all around the world or love aviation – contact us 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.
- Analysing 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 one year 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 is formal but pleasant communication with positive energy.
- Has excellent skills in a Microsoft Office 365 environment.
- Uses the English language at an effectively operational and independent level.
- Has great problem-solving skills.
- Is able to work independently and is self-motivated and willing to take ownership.
- Wants to learn every day and thinks aviation could be the love of one's life.

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

- Additional holiday days for seniority after 2 years working for the Company.
- A Wellness day to take care of yourself and a Birthday day to celebrate.
- Mental gym to support your emotional wellbeing from Mindletic
- Extensive on boarding plan to ease your integration into company.
- An international and multicultural environment in vibrant industry with plenty of challenges to achieve as well as duty trips to headquarters in Lithuania.
- Personal growth possibilities if you are eager to progress in your career, we have a bunch of examples to share.

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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.