



## **BUSINESS DEVELOPMENT MANAGER (ERP / B2B SOFTWARE, AVIATION SECTOR). VILNIUS, LITHUANIA**

### **ABOUT THE ROLE:**

We are looking for a proactive, technically minded, and results-driven sales professional who can fully understand our ERP software, build strong relationships with business clients, and manage the sales process from the first contact to the handover to our partner network.

This role is ideal for someone who does not give up when faced with challenges, can strategically plan their actions, and wants to grow together with us.

### **YOUR TASKS:**

- Actively search for new business clients (in the Aviation B2B sector).
- Organize and lead product presentations and demonstrations for potential clients.
- Understand the company's ERP system on a technical level and be able to clearly explain how it works and the value it brings to the client.
- Build and maintain relationships with company partners and coordinate the sales process through to deal closure.
- Work with the marketing team to provide feedback, create content, and support campaigns and events to drive product interest.
- Monitor and analyze sales results and plan actions based on data.
- Propose ideas for improving both the sales and marketing processes.

### **WHAT YOU SHOULD BRING:**

- At least 2-4 years of experience in B2B sales, preferably in IT, technology, or ERP / SaaS solutions (advantage).
- Understanding of business management (ERP) or similar systems; ability to explain them clearly to clients.
- Proactivity and persistence – ability to independently drive the sales process from A to Z.
- Technical curiosity and logical thinking – ability to quickly grasp complex processes.
- Excellent communication, negotiation, and presentation skills.
- Professional and well-presented appearance, with confidence in client meetings.
- Ability to communicate clearly and professionally in both Lithuanian and English (spoken and written).

### **NICE TO HAVE:**

- Experience working with ERP / CRM / SaaS products.
- Knowledge of business processes (finance, manufacturing, logistics, warehousing, etc.).
- Experience collaborating with marketing or partner networks.

- Experience in the aviation industry.

**WE OFFER:**

- Opportunity to work with innovative IT solutions for the aviation market;
- International work environment;
- Additional health Insurance after a probation period;
- Learning and development opportunities to further improve your skills;
- Gym in the office;
- Employee events;
- Employees' referral bonus;
- Possibility to work remotely;
- Company brunch once a month;
- Snacks twice a month;
- Perks.It and Melp benefits;
- Child's room in an office;
- Partnership discount system for cooperating companies.

Salary: from 4150 € (brutto)

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