



SALES MANAGER (AIRCRAFT WHEELS AND BRAKES). 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 2024, 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:

- Develop and execute strategies to identify and acquire new clients, expanding the company's network and market reach.
- Relationship management with existing clients, acting as a focal contact for all commercial items
- Create and implement sales plans to achieve business objectives, including revenue growth and market share expansion and possible upsell.
- Monitor sales performance, update annual business plans, prepare reports, and provide actionable insights to management for continuous improvement.
- Lead contract negotiations with prospective and current clients, securing favorable terms while maintaining strong relationships.
- Analyze and strategize on current market landscape and provide insights on developments in the relevant sectors as well as overviews on the competition and landscape
- Attend industry events, trade shows, and networking opportunities to identify potential leads and stay updated on market trends and competitors.

WHAT YOU SHOULD BRING:

- Proven experience in international sales management or business development, preferably in Aviation (Wheels and Brakes).
- Experience in Client Management such as Key Accounting and Trading, preferably in Aviation sector.
- Strong interpersonal and communication skills with a track record of building lasting client relationships.
- Excellent negotiation and persuasion skills.
- Ability to analyze market trends, identify opportunities, and devise strategic plans.
- Self-motivated with a results-driven approach and the ability to lead by example.
- Excellent business proficiency in English.

WORKING AT FL TECHNICS:

- Sales incentives based on work results.
- 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.

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 2500 € to 3500 € (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.