



SALES LOGISTICS SPECIALIST. VILNIUS, LITHUANIA

Locatory.com is a multicultural international company, part of Avia Solution Group which is one of the world's TOP 3 aviation marketplaces. We're growing our logistics unit and looking for a sales-driven specialist who enjoys speaking with clients, offering the right transport solutions, and managing shipments from start to finish.

This is a sales-focused role where logistics knowledge helps you close deals.

What You Will Do

- Contact existing marketplace clients and present our logistics services.
- Understand their transport needs and show how our solutions compare to their current providers.
- Handle incoming logistics requests: prepare quotations, offer transport options, and guide clients through the process.
- Organize shipments end-to-end — coordination, documentation, follow-ups, and problem-solving.
- Maintain active communication through calls, emails, and online meetings.
- Follow up after meetings and ensure clients receive the information they need.
- Support the administration of transport-related documentation and invoicing.

We're Looking For

- At least 1 year of experience in logistics, managing shipments, or a similar customer-facing role.
- Experience in sales or commercial roles — comfortable initiating calls with existing clients.
- Strong communication, negotiation, and follow-up skills.
- A persistent, structured, and proactive personality that enjoys achieving measurable results.
- Ability to react quickly, solve issues, and keep shipments moving.
- Fluent in English.

What We Offer

- Monthly commission based on achieved results.
- Opportunity to work in the global aviation industry with modern IT tools.
- Health insurance (per company policy).
- Office gym, free parking, and supervised children's room.
- Early Friday finishes and 1 WFH day after probation.
- A modern, brand-new office in Vilnius.

Salary: from 1500 € to 1900 € (brutto)

Salary comment: Monthly bonus

Locatory.com is a family member of Avia Solutions Group, leaders in end-to-end capacity solutions for

passenger and cargo airlines worldwide. The Group manages over 100 offices and production facilities globally and is significantly backed by the assets of over 7,000 highly skilled aviation professionals, serving more than 2,000 clients throughout Europe, Asia, North America, Australia, and worldwide. Avia Solutions Group holds more than 500 licenses for its evolutionary range of activities across multiple business sectors. Its vast portfolio of services to clients includes ACMI, charter and cargo aviation, aircraft leasing and trading, MRO services, business aviation and VIP airline procurement, charter and cargo aviation, pilot and crew training, recruitment services, together with multiple complementary services spanning a wide range of associated operations.