



KEY ACCOUNT MANAGER. VILNIUS, LITHUANIA

Locatory.com is a multicultural international company part of Avia Solutions Group which is well-known in the global aviation industry and beyond. As the top employer in the sector, we are ready to offer a position to a Key Account Manager with B2B experience and a strong drive to thrive in a dynamic, global environment.

As a part of one of the most advanced sales organizations in the B2B segment, you'll play a key role in building relationships with customers, strategically identifying prospects, and closing deals in a fast-paced field.

Responsibilities:

- Taking care of the after sales process.
- Working on marketplace subscription renewal process.
- Lead onboarding presentations for new customers.
- Proactively keep clients engaged and regularly using products.
- Build customer loyalty and advocate for them.
- Conducting online presentations / trainings to existing clients.
- Resolve customer issues and provide technical assistance to our clients.
- KYC compliance.
- Being first point of contact in live chat.

Requirements:

- Proven experience in account management or sales (+1 years).
- Strong communication and interpersonal skills with the ability to build and maintain relationships.
- Excellent negotiation and problem-solving abilities.
- Ability to identify opportunities for upselling and cross-selling.
- Strong organizational skills and ability to manage multiple accounts simultaneously.
- Results-driven with a strong focus on customer satisfaction and retention.

Works perks and more:

- Motivational bonus system (monthly bonus based on achieved results).
- Opportunity to work with innovative IT solutions in the aviation industry.
- A rewarding and fun work environment in an interdisciplinary team of professionals.
- Health Insurance package in compliance with our company policy.
- Office gym and free parking.
- Children's room where you can leave your kids to play with supervision.
- Brand new office.

The base salary for this position is 2480 EUR/gross + along with an uncapped performance-based bonus from day one.

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.