



## **SURPLUS SALES MANAGER. VILNIUS, LITHUANIA**

We are a multicultural international company 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 Surplus Sales Manager with B2B sales 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 new customers, strategically identifying prospects, and closing deals in a fast-paced field.

If you're a high-energy professional who thrives on challenges, strategic thinking, and persistence, we invite you to join our team and explore the many career growth opportunities we offer.

### Responsibilities:

- Daily communication with customers (mainly worldwide airlines) and suppliers.
- Answer and respond to customer calls and messages.
- Preparation of proposals and keep track of other documentations.
- Organizing and the shipment of various parts.

### Requirements:

- Proven working experience as a Sales Broker, Logistics Manager or Sales Manager.
- Advanced knowledge in English language.
- Multitasking and attention to detail.
- Proactive mindset.
- Basic understanding of Excel.

### We offer:

- Motivational bonus system
- Opportunity to work with innovative IT solutions in the aviation industry
- Health Insurance package in compliance with our company policy
- Office gym
- Free parking
- Various discounts and offers from our partners

Salary comment: The salary range for this position is from 3500EUR/gross till 6000EUR/gross, based on your skills and competencies.

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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.