



SALES TEAM LEAD. 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 Sales Team Lead 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 will be the contact point for all team members, so your communication skills should be excellent. You should also be able to act proactively to ensure smooth team operations and effective collaboration.

Ultimately, you should lead by setting a good example and engage the team to achieve goals.

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:

- Set clear team goals
- Delegate tasks and set deadlines
- Oversee day-to-day operation
- Monitor and increase team performance and report on metrics
- Motivate team members
- Discover training needs and provide coaching
- Recognize high performance and reward accomplishments
- Improve existing processes that would maximize the effectiveness of the team in a constantly changing environment

Requirements and skills:

- Proven work experience as a team leader
- In-depth knowledge of performance metrics
- Excellent communication and leadership skills
- Organizational and time-management skills
- Decision-making skills
- Excellent command of English language skills (both oral and written)

What we give in return:

- Opportunity to work with innovative IT solutions in the aviation industry
- International team, multicultural environment
- Health Insurance package in compliance with our company policy
- Discounts and special offers from various partners

- Free Parking
- Office gym
- On-site childcare zone, chill zone, restaurant, bar, bistro.
- Modern brand new office
- Bonus System

Salary comment: The salary range for this position is 3637EUR/gross.

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