



BUSINESS DEVELOPMENT MANAGER. ABU DHABI, UNITED ARAB EMIRATES (THE)

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.

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:

- **Sales Strategy and Execution:** Together with senior management develop and implement a comprehensive B2B sales strategy for the Middle East region. Follow ambitious but achievable sales targets and KPIs aligned with the overall company objectives. Take full ownership of the sales process, from lead generation and prospecting to closing deals and account management.
- **Market Research and Analysis:** Conduct thorough market research to identify potential customers, industry trends, and competitor activities. Utilize the insights gained to refine sales strategies and stay ahead in the dynamic marketplace.
- **Client Relationship Management:** Build and maintain strong, long-lasting relationships with existing clients and key stakeholders in the region. Understand their needs and pain points, offering tailored solutions to ensure customer satisfaction and retention.
- **New Business Development:** Identify and pursue new business opportunities in the B2B market. Generate leads through networking, cold calling, attending industry events, and leveraging online platforms.
- **Team Collaboration:** Collaborate with cross-functional teams, including product development, and customer support, to align sales efforts with broader organizational goals. Provide feedback from the market to improve product offerings and enhance customer experience.
- **Sales Performance Analysis:** Regularly track and analyze sales performance, presenting data-driven insights to senior management. Adjust strategies as needed to optimize sales performance and achieve revenue targets.
- **Reporting:** Prepare accurate and timely sales reports, forecasts for presentation to senior management.

WHAT YOU SHOULD BRING:

- Degree in Business Management or a related field.
- Proven track record of at least 5 years in B2B sales, with demonstrated success in achieving and exceeding sales targets.

- Excellent communication, negotiation, and presentation skills.
- Strong business acumen and ability to understand complex customer needs and industry dynamics.
- Highly motivated, results-oriented, and capable of working independently.
- Fluent in English to effectively communicate with clients and internal teams.
- Ability to travel occasionally for client meetings and company events.

WORKING AT FL TECHNICS:

- Exclusive experience to the aviation business industry.
- Access to internal training and courses.
- Supporting and cheering for your success team.
- Competitive salary range, final offer will be proposed based on your experience and competencies.

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.

FL Technics is a global provider of aircraft maintenance, repair, and overhaul (MRO) services. The Company specializes in base & line maintenance, spare parts & component support, engine, APU & LG management, full aircraft engineering, and technical training. FL Technics is an EASA Part-145, Part-M, Part-147, Part-21 as well as FAA-145 certified company with hangars in Lithuania, Indonesia and China as well as line station around the world.