



INTERNATIONAL 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 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.

Your Role:

- Contacting potential clients through cold calls/initiating online meetings.
- Building customer relationships - earning their loyalty and trust.
- Identify clients' needs and suggest appropriate product.
- Closing sales with consultative selling approaches.

We believe that you:

- Have basic sales experience (B2B sales would be an advantage).
- Have a go-getter attitude, excellent communication and relationship-building skills, ability to connect with customers and teammates.
- Have passion for challenges, high achievement orientation, and a results-oriented mindset.
- Are fluent in English (written and spoken).

We Offer:

- Competitive salary with motivational bonus system, and benefits package including health insurance, on-site gym, children's room, and more.
- Brand new office with a real airplane inside!
- Opportunity to make a real impact in a dynamic and growing industry.
- Work with cutting-edge technology that's transforming aviation procurement.
- Join a vibrant and supportive team of passionate professionals.
- Base salary starts from 2150€ gross (according to your skills and experience) + monthly bonuses based on the achieved results.

Are you ready to be a part of something big? We are looking for a strategic thinker with a passion for challenges and a drive to succeed. If you're ready to conquer the US market with Locatory.com, apply today!

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.