



## **SALES MANAGER (PUNTA CANA). PUNTA CANA, DOMINICAN REPUBLIC (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, Canada, and is now expanding to the Caribbean. FL Technics is part of Avia Solutions Group, the world's largest ACMI provider.

With the opening of our new hangar in Punta Cana, we are actively seeking exceptional individuals to join our MRO family and now we are looking for the experienced Sales Manager.

### **YOUR TASKS:**

- Identify and research potential clients, market trends, and growth opportunities in the aviation MRO sector — with a focus on base maintenance services.
- Prospect and develop new business opportunities in the Americas region, particularly within U.S.-based airlines and operators.
- Prepare and present sales offers to customers.
- Build and maintain strong client relationships — from special occasion greetings to regular visits.
- Organize and lead business development meetings with potential clients and strategic partners.
- Negotiate contract terms and communicate effectively with various stakeholders.
- Participate in the management of heavy maintenance projects.
- Prepare and deliver presentations to prospective clients and internal executives.

### **WHAT YOU SHOULD BRING:**

- Aviation technical background (education or hands-on experience in aircraft maintenance/MRO is essential).
- 2-4 years of proven experience in international sales, ideally in the aviation MRO industry (base maintenance experience preferred).
- Proficiency in English along with Spanish language fluency (spoken and written).
- Strong knowledge of contract terms and their impact on the financial aspects of projects.
- Excellent organizational skills and attention to detail, combined with strong research, analytical, and Excel skills.
- Ability to manage multiple projects and responsibilities simultaneously with effective time management.
- Outstanding interpersonal and communication skills, with a track record of building lasting client relationships.
- Self-motivated, proactive, enthusiastic, and eager to learn and grow.

- Willingness to travel across the Americas region as needed.

#### **WORKING AT FL TECHNICS:**

- Global Exposure - At FL Technics, we open doors to a world of boundless opportunities. Leading global group companies - from Vilnius to Canada, we are at the center of the MRO industry.
- Aviation Industry - where passion meets purpose. In this dynamic and ever-evolving industry, you will be part of a team that shares a deep love for aviation passion that unites us and fuels our determination to achieve greatness.
- Grow to Glow mindset - We believe in nurturing our employees' potential and investing in their growth. Our Grow to Glow goal is centered around providing access to continuous learning and development opportunities.
- Stay Well focus - At FL Technics, we understand that a healthy and balanced employee is a successful employee. We focus on promoting well-being and overall mental and physical health.
- Enjoy What You Do attitude - We strongly believe that a positive and enjoyable work environment enhances creativity and productivity.

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.

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FL Technics - a leading global provider of aircraft maintenance, repair, and overhaul (MRO) services, specializing in a comprehensive range of aviation solutions such as maintenance, parts and materials supply, technical trainings, wheels and brakes services, engine repair shop, engineering, design and production and aerospace logistics. With offices in Lithuania, the United Kingdom, the UAE, Canada, Germany, Italy and Thailand, FL Technics holds certifications, including EASA Part-145, Part-CAMO, Part-147, Part-21, FAA-145, UK CAA, and other NAA. Operations extend across Europe, South, Central and North Americas, the Middle East, Africa, Asia- Pacific regions.