



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

### **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.

Recognized as Top Employer of 2025, awarded by the Top Employers Institute, FL Technics demonstrates continuous effort and investments to create a great work environment and ensure the well-being of the ever-growing team in Lithuania and across the globe.

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:**

- Work with airlines and MRO partners to understand their Line Maintenance needs and spot new business opportunities;
- Manage the full sales process with current and potential customers;
- Actively reach out to new clients through calls, meetings, and participation in aviation events and exhibitions;
- Build strong, long-term relationships with clients and maintain regular communication;
- Coordinate project progress with internal teams to ensure smooth delivery;
- Follow the sales plan and work toward agreed targets.

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

- 2 - 4 years of experience in B2B sales (aviation experience is an advantage);
- Good English skills (B2 or higher);
- Strong organizational skills and the ability to manage several tasks at once;
- A proactive mindset, willingness to learn, and good problem-solving abilities;
- Strong communication skills and the ability to build trust with customers;
- A goal-driven attitude and a sense of responsibility for your work.

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

- Exclusive experience to the aviation business industry;

- Flexible working hours to promote work-life balance;
- Work remotely for up to one month a year;
- Additional private health and accident insurance;
- Discount system with partnering companies;
- Access to internal training and courses;
- Complimentary in-house gym and other sports activities;
- 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.

Salary: from 2810 € (brutto)

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FL Technics is a global provider of tailor-made services for aircraft maintenance, repair, and overhaul (MRO), delivering solutions to commercial aviation customers worldwide. With more than 2500 employees 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.