



HEAD OF FUELING. VILNIUS, LITHUANIA

Responsibilities:

Oversee operations of fueling business across Lithuania, Latvia, Estonia and Czech Republic.
Work closely with stations to ensure continuous improvement of operations.
Be responsible for maintaining standards and achieving quality KPIs.
Oversee activities in Poland.
Manage company assets and investments.
Develop and implement strategic plans to drive growth.
Identify and evaluate new business opportunities and markets.
Define business development goals aligned with the company's overall strategy.
Conduct competitive analysis and market research to support decision-making.
Build and maintain strong relationships with key partners, clients and stakeholders.
Assist in establishing new companies when needed (including obtaining necessary licenses and certificates).
Communicate with external institutions and partners.

To succeed, you will need:

A higher university degree in Business Administration, Marketing, Economics, Management, or a related field.
3+ years of experience in managing a company or large departments of business development, operations or sales.
International experience (a must).
Experience in aviation (an advantage).
Excellent Lithuanian and English language skills.
A proven track record of identifying, developing, and closing business opportunities.
Strong negotiation, networking, and relationship-building skills.
Excellent understanding of market analysis, client segmentation, and go-to-market strategies.
Ability to analyze data and turn insights into actionable business plans.
Demonstrated ability to work cross-functionally with business units and other teams.
Demonstrated integrity and professionalism in all business interactions.
A long-term thinker who values partnerships over short-term wins.
A creative problem-solver who thrives on building new relationships and opportunities.

We offer:

The most supportive and coolest team you'll ever work with.
Engaging company traditions and team-building activities.
A modern, convenient office space in the growing AEROCITY district.
Opportunities for professional and personal growth.
Comprehensive health insurance.

Free gym access to support fitness goals, including group workout sessions.
Discounts and special offers from various ASG partners.
Free supervised children's room services.
Complimentary parking near the office.
An additional day off for your birthday.

Additional information:

We appreciate all applications but will reach out only to those selected for the next stage.

Salary: from 5000 € (brutto)

„Baltic Ground Services“ („BGS“) – is an international provider of ground handling, aircraft fueling, liquid ADR logistics, training services and IT solutions. The company operates in 8 countries throughout Central and Eastern Europe.