



ACMI SALES DEVELOPMENT MANAGER. VILNIUS, LITHUANIA

The ACMI business is booming worldwide, and Lithuania is right at the center of it. **KlasJet** may be new to the ACMI market, but in just two years we've become a strong player with big ambitions.

If you want to be part of this exciting journey, check out the opportunity below — we'd love to see your CV!

RESPONSIBILITIES:

- Develop the ACMI opportunities at KlasJet - track and analyze ACMI demand and market changes;
- Identify commercial leads;
- Make sales – build long-term relationships with new and existing customers;
- Collaborate with relevant functional teams in the preparation of formal and informal sales proposals;
- Promote the company's services addressing or predicting clients' objectives;
- To represent the company at international exhibitions, business meetings around the world.

REQUIREMENTS:

- Minimum 1 year of sales experience in ACMI business;
- Strong business acumen and thorough understanding of B2B Sales process;
- Proficiency in using customer stated needs and feedback to help design customized solutions;
- Polished communication skills, influencing, negotiating, and relationship-building skills;
- A self-starter, keen, ambitious, hands-do attitude and hungry to get results;
- Excellent verbal and written communication in English.

WE OFFER:

- Opportunities to further grow and develop in the exciting and growing aviation company. Possibility to create and realize innovative ideas and solutions.
- Opportunity to improve and constantly acquire new knowledge (participation in training, seminars, conferences). Business trips around Europe.
- Additional Health insurance according to the company policy;
- Free gym in the office;
- Free childcare zone;
- Free parking spot next to the main office;
- Other benefits from Avia Solutions Group.

Salary: from 2900 € to 3300 € (brutto)

KlasJet is an exclusive private and corporate jet charter company, renowned as a leader in the provision of bespoke group flights worldwide. Operating one of the biggest Boeing 737-VIP fleets

globally, the company stands out visually through its unique livery, and professionally through its reputation for offering meticulously personalised, high-quality customer service. From sports teams and entertainers, meetings and events, to diplomatic envoys and corporate business travel KlasJet can offer the perfect service tailored uniquely to any particular needs.