



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

Choose a career and choose a way of life!

Always looking to the future, our team of private aviation professionals are constantly sourcing improved ways of ensuring the delivery of the highest standards before, during, and after every private flight undertaken. The company is expanding range of services. If you want to work with aviation operators around the world and your strength is to negotiate for the most competitive terms & conditions, for immediate short-term or longer-term contracts, you should definitely contact us.

### **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)

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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.