



BUSINESS DEVELOPMENT MANAGER (LOGISTICS). 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:

- Develop and implement sales strategies to acquire new clients;
- Identify and pursue business opportunities expanding market reach;
- Conduct market research to understand industry trends and competitor activities;
- Build relationships with key decision-makers and negotiate opportunities and contracts;
- Work closely with sales account, marketing, and internal teams to offer competitive solutions and strategize business expansion;
- Track sales performance, generate reports, and achieve revenue targets;
- Visit new potential clients and participate in exhibitions.

WHAT YOU SHOULD BRING:

- 3+ years of experience in business development or sales in freight forwarding/ logistics;
- Proven track record of securing new business and driving revenue growth;
- Strong negotiation, networking, and presentation skills;
- Knowledge of marketing fundamentals;
- In-depth knowledge of freight forwarding, Incoterms, and supply chain management;
- Ability to work independently and thrive in a target-driven environment;
- Proficiency in TMS, CRM software and Microsoft Office Suite;
- English language proficiency, other language are considered a plus.

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 2640 € (brutto)

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.