



HEAD OF SALES. VILNIUS, LITHUANIA

About AeroTime

AeroTime is a leading global aviation news and media platform, comprising a breaking news and features website, daily newsletters, social media network, aviation talents job board AviationCV.com and AeroTime Studio. AeroTime reaches over 3.5 million unique visitors each month and provides intelligence and business solutions to the aviation industry.

About the position

We are seeking a dynamic and experienced **Head of Sales** to lead our sales team to new heights of commercial success. In this pivotal role, you will be responsible for crafting and executing a comprehensive commercial strategy, driving revenue growth, and ensuring the achievement of key financial and operational KPIs. As the leader of the sales team, you will monitor performance, foster an innovative and collaborative culture, and provide hands-on training and coaching to create a high-performing sales force.

In addition to your leadership responsibilities, you will also have individual sales targets, requiring strong communication skills across various channels and the ability to close deals by addressing the needs of clients in the **aviation and media sectors** with our solutions.

Tasks & Responsibilities:

Sales Leadership – Lead by example and inspire the sales team to achieve commercial success, create and execute the commercial strategy;

Sales Team Revenue Operations – Monitor the performance of the team, aiming to exceed financial and operational KPIs, adhering to the correct sales processes and procedures;

Training and Coaching – Create and deliver a training plan for new starters and coach the team to create a dynamic sales force;

Innovative Culture – Foster an innovative and collaborative team environment, continuously assessing and enhancing sales processes and procedures;

Sales Execution – This is a role where you will have individual sales targets. Ability to communicate effectively on via e-mail, LinkedIn and the phone; close contracts once all clients' needs have been identified and addressed with AeroTime solutions;

Teamwork - Working closely with marketing and content teams in order to fulfil clients' needs;

Reaching KPIs - Consistent achiever of assigned monthly sales targets;

Sales Activity Reporting - Ensure timely/accurate recording, tracking and reporting of sales activities and customer/competitive information through our CRM;

Pipeline Management & Forecasting - Provide an accurate forecast of sales results and continuously management of sales activity - new, renewals and upsells;

Requirements:

- Minimum of five years of B2B outbound sales experience and three years sales leadership experience
- Solid understanding of modern sales tech stacks
- Experience developing a new territory including lead generation and cold contacting
- Ability to carry and deliver on a sales budget
- Strong verbal and written communication skills
- Excellent command of English language
- Energetic, results oriented, self- motivated individual
- An understanding of aviation, digital marketing and advertising solutions would be an advantage

What we offer:

- Truly international, highly ambitious, and multicultural team in an ever-growing aviation business environment
- Learning and development opportunities
- MELP App for gratitude and special offers from various partners
- Exciting team-building events and other social initiatives
- Competitive salary and commission based on revenues
- International travel to trade shows and conferences

Salary - starting from 5000 EUR gross per month depending on qualifications plus team and individual commissions.

Salary: from 5000 € (brutto)

AeroTime Hub is a global multi-channel aviation digital hub paving the way forward for people-oriented aviation media and business solutions by combining world-class breaking news, aviation intelligence and recruitment events.