



B2B SALES MANAGER. VILNIUS, LITHUANIA

Locatory.com is one of the top three global online marketplaces in the aviation industry, helping airlines, maintenance organizations, and aviation suppliers buy and sell aircraft parts, equipment, and maintenance services through one centralized platform. We connect thousands of aviation companies worldwide and operate as part of Avia Solutions Group, a globally recognized aviation services group.

To support our continued growth, we are looking for a high-performing Sales Manager with B2B sales experience who is motivated to work in a fast-paced, international environment and make a real impact in a global marketplace.

Start your journey as a Sales Manager earning an average of €4,300 gross per month, with the opportunity to earn even more through our uncapped bonus system from day one. Your final earnings depend on your results and performance.

Responsibilities

- Contact potential clients through outbound calls and initiate online meetings.
- Identify clients' needs and suggest appropriate products.
- Build and maintain strong customer relationships, earning trust and loyalty.
- Identify key decision-makers within target organizations.
- Close sales using a consultative selling approach.

Qualifications

- At least one year of experience in a proactive sales role.
- Excellent command of the English language, both written and spoken.
- A go-getter mindset with strong communication skills.
- Passion for challenges and a results-driven attitude.
- Strong relationship-building skills and the ability to collaborate with customers and teammates.
- Located in Vilnius, Lithuania.

What We Offer

- Uncapped bonuses from day one.
- Health insurance package in line with company policy.
- Free access to an office gym.
- A children's room with supervised play.
- A brand-new, pet-friendly office.
- Various discounts and special offers from our partners.
- The possibility to work remotely once per week.

Salary: from 1600 € to 2500 € (brutto)

Locatory.com is a family member of Avia Solutions Group, leaders in end-to-end capacity solutions for passenger and cargo airlines worldwide. The Group manages over 100 offices and production facilities globally and is significantly backed by the assets of over 7,000 highly skilled aviation professionals, serving more than 2,000 clients throughout Europe, Asia, North America, Australia, and worldwide. Avia Solutions Group holds more than 500 licenses for its evolutionary range of activities across multiple business sectors. Its vast portfolio of services to clients includes ACMI, charter and cargo aviation, aircraft leasing and trading, MRO services, business aviation and VIP airline procurement, charter and cargo aviation, pilot and crew training, recruitment services, together with multiple complementary services spanning a wide range of associated operations.