



REGIONAL SALES MANAGER. ALL CITIES, ALL COUNTRIES

REGIONAL SALES MANAGER (UAE & AFRICA REGIONS)

We are BAA Training, one of the TOP 3 largest independent aviation training centers in Europe. Our people are united by passion for aviation and a desire to ensure efficient training solutions for both pilots and airlines. BAA Training has offices in Lithuania, Spain, France, Vietnam and is constantly growing. At the moment we are looking for a **Regional Sales Manager for UAE and Africa region** to join our international Sales team. Aviation is a very fast-paced and truly multicultural world. If you are quick on your feet, like to converse in English, meet people from all around the world and excel in sales or love aviation – contact us now!

We promise a highly challenging field and wide scope of responsibilities, which will initially cover:

- Actively monitor market trends, industry news, and competitive updates to identify opportunities.
- Provide insights to the Chief Sales Officer (CSO) regarding market developments and new business prospects.
- Develop and execute sales strategies tailored to the UAE & Africa regions.
- Proactively communicate and maintain strong relationships with key customers, airlines, and partners.
- Identify and create attractive, customer-centric training solutions to meet their needs.
- Plan, initiate, and lead meetings and visits with potential clients.
- Achieve and exceed sales targets and budgeted goals for the assigned regions.
- Utilize company IT systems to manage sales pipelines and ensure smooth processes.
- Participate in daily Lean-based meetings and contribute to optimizing internal processes.
- Set and achieve short-term and long-term goals aligned with the company's strategic vision.
- Continuously develop your professional skills to drive personal and organizational growth.

We dream about a team member who:

- Has 2+ years of B2B sales experience in the UAE & Africa regions, ideally with airlines.
- Is target-driven, self-motivated, and takes ownership.
- Holds a degree in Management, Business, or Sales.
- Thinks innovatively and solves problems with a fresh perspective.
- Is curious, eager to learn, and proactive.
- Manages multiple projects efficiently with strong organizational skills.
- Has solid skills in Microsoft Office 365 and general IT literacy.
- Communicates effectively in English. and maybe even French
- Is flexible, well-organized, and maintains a positive attitude.
- Loves learning and sees aviation as a passion, not just a job.

What we offer you:

- Fully remote work from your home office.
- Additional holiday days for seniority after 2 years working for the company.
- A Wellness day to take care of yourself and a Birthday day to celebrate.
- Mental gym to support your emotional wellbeing from Mindletic.
- Extensive onboarding plan to ease your integration into company.
- An international and multicultural environment in vibrant industry with plenty of challenges to achieve as well as duty trips to headquarters in Lithuania.
- Personal growth possibilities if you are eager to progress in your career, we have a bunch of examples to share.

BAA Training is one of the TOP 3 biggest independent aviation training centres in Europe providing a full scope of aviation training solutions on both – B2B and B2C levels. We are accelerating with the ambitious expansion in Europe and Asia and working with clients from 96 countries. Our mission is to provide aviation community with highly-qualified aviation professionals.