



## **HEAD OF PILOT RUNWAY SALES. VILNIUS, LITHUANIA**

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 Vilnius, Lithuania; Paris, France; Barcelona and Lleida, Spain; Ho Chi Minh, Vietnam and constantly growing. Currently Pilot Runway business unit is looking for Head of Pilot Runway Sales in Vilnius.

Pilot Runway is financed pilot training program with a job guarantee. Successful candidate would be responsible for leading and overseeing key sales functions.

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

- Work according to approved company processes
- Perform People Management. Provide oversight and direction to the employees in the operating unit in accordance with the organization's policies and procedures
- Coach, mentor, and develop team, including overseeing new employee onboarding and providing career development planning and opportunities
- Empower employees to take responsibility for their jobs and goals. Delegate responsibility and expect accountability and regular feedback
- Provide effective performance feedback through employee recognition, rewards, and disciplinary action, with the assistance of People Department, when necessary
- Maintain transparent communication. Appropriately communicate organization information through specific Team meetings, Daily meetings, one-on-one meetings, and appropriate email, IM (Instant Messaging), and regular interpersonal communication
- Plan and allocate resources to effectively staff and accomplish the work to meet specific Pilot Runway Sales Division productivity and quality goals
- Review performance data that includes financial, sales, and activity reports and spreadsheets, to monitor and measure specific Pilot Runway Sales Division productivity, goal achievement, and overall effectiveness
- Communicate regularly with direct, functional, and accountable managers, peers, colleagues, and other designated contacts within the organization
- Reporting to Pilot Runway Managing Director
- Reaching set KPI's
- Oversight and hands-on approach on Pilot Runway Sales
- Motivate and lead the team to seek for the best results
- Working with company's IT systems to monitor and ensure a smooth sales process.
- Participating in daily meetings based on Lean principles
- Setting and achieving short-term and long-term goals in accordance with the company's strategic goals
- Performing other duties and responsibilities assigned by direct manager

### **We dream about a team member who:**

- Has proven management experience
- Has more than three years of experience in sales and people management
- Has excellent skills in a Microsoft Office 365 environment and conceptual computer literacy
- Is able to work independently and is self-motivated and willing to take ownership
- Knows how to manage several complex projects at once
- Has analytical and conceptual thinking skills
- Has willingness to share skills, knowledge and expertise
- Uses the English language at an effectively operational and independent level
- Is flexible with good time management skills
- Has respectful and positive attitude
- Wants to learn every day and thinks aviation could be the love of one`s life

### **What we offer you:**

- A health Insurance package after 3 months working for the Company.
- Contribution to your pension fund for seniority
- Work from home in compliance with company policy.
- Additional holiday days for seniority after 2 years of work for Company.
- A Wellness Day to take care of yourself and a Birthday Day to celebrate.
- Mental gym to support your emotional wellbeing from Mindletic.
- Sport club and childcare service for your convenience.
- An entertainment flight with a full flight aviation training simulator.
- Contemporary and convenient office space in a new growing AEROCITY area.
- Public transport cover during the workdays or parking space near the office.
- Discounts and special offers from various partners of the group.
- Extensive on boarding plan to ease your integration into company.
- An international and multicultural environment in vibrant industry with plenty of challenges to achieve.
- Personal growth possibilities if you are eager to progress in your career, we have a bunch of examples to share.

Salary: from 4133 € to 4959 € (brutto)

---

**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.