



## SENIOR PRODUCT MANAGER. VILNIUS, LITHUANIA

Locatory.com, part of Avia Solutions Group, is a leading B2B digital aviation marketplace serving customers in over 120 countries. We empower global aviation companies to efficiently manage their supply chain and procurement processes through a modern, subscription-based marketplace.

We are looking for a Senior Product Manager to take over and evolve our core B2B platform. You'll play a key role in shaping the strategy, roadmap, and execution of features that drive marketplace growth, streamline aviation procurement, and enhance user experience. You will work with stakeholders and cross-functional teams to deliver scalable solutions and measurable results.

### Key Responsibilities

- Own the full product lifecycle: discovery, planning, execution, launch, and iteration.
- Collaborate with engineering, design, marketing, sales, and customer success to deliver customer-centric features.
- Manage stakeholder expectations and align product initiatives with business goals.
- Conduct continuous product discovery and market research to identify customer needs and opportunities.
- Analyze product data (KPIs, metrics, user behavior) to drive decisions and measure success.
- Define and prioritize the product roadmap, balancing short-term wins with long-term strategy.
- Improve SaaS-based subscription features and payment systems (e.g., Stripe integrations).
- Optimize product performance through SEO and data-driven experimentation.

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### Requirements

- 5+ years of product management experience, preferably in B2B SaaS, subscription-based platforms, marketplaces, or e-commerce.
- Proven experience working on international products with global user bases.
- Excellent stakeholder management and communication skills.
- Strong understanding of Agile methodologies and experience leading cross-functional teams.
- Experience in continuous discovery and dual-track agile is a big plus.

- Familiarity with aviation or logistics industries is desirable.
- Data-driven mindset with hands-on skills in product analytics (SQL, GA, BI tools).
- Fluency in English (written and verbal).

#### Preferred Qualifications

- Proficiency in working with Jira, Confluence, or similar product/project management tools.
- Strong experience in data analysis and visualization tools such as Qlik, Power BI, Tableau, or similar.
- Familiarity with search engine technologies like Solr, Elasticsearch, or equivalent solutions.
- Understanding of micro-service architecture and API-first platforms.
- Experience integrating and scaling payment systems (e.g., Stripe).
- Familiarity with REST APIs, SEO, and CRM systems (e.g., Dynamics).
- Passion for improving user experience and customer success.

#### Work Perks and More:

- Opportunity to work with innovative IT solutions in the aviation industry;
- International team, multicultural environment;
- Health Insurance package in compliance with our company policy;
- Discounts and special offers from various partners;
- Free Parking;
- Office gym;
- On-site childcare zone, chill zone, restaurant, bar, bistro.

Salary comment: The salary for this position starts from 4133,00 EUR/gross and the final offer will be discussed individually depending on your experience

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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.