



SALES EXECUTIVE. VILNIUS, LITHUANIA

ABOUT COMPANY:

FL Technics is a global provider of tailor-made services for aircraft maintenance, repair, and overhaul (MRO), delivering solutions to commercial aviation customers worldwide. FL Technics operates in a vast network of representative offices, hangars, and shop facilities, as well as the largest independent line maintenance stations network across Europe, Asia Pacific, Africa, the Middle East, and Canada.

Recognized as Top Employer of 2025, awarded by the Top Employers Institute, FL Technics demonstrates continuous effort and investments to create a great work environment and ensure the well-being of the ever-growing team in Lithuania and across the globe.

FL Technics is part of Avia Solutions Group, the world's largest ACMI provider, operating a fleet of 192 passenger and cargo aircraft worldwide.

YOUR TASKS:

- Identify and reach out to potential new customers (via cold calls, online research, exhibitions, meetings, etc.);
- Proactively explore new markets and clients;
- Conduct cold calls and build initial engagement with prospective clients;
- Maintain and grow relationships with specific existing customers through regular communication and trust-building;
- Understand customer needs and present tailored solutions from our product portfolio;
- Lead the contract negotiation and signing process with customers;
- Achieve and exceed sales targets by executing the agreed sales plan;
- Provide feedback and suggestions to improve sales strategies and customer service processes.

WHAT YOU SHOULD BRING:

- Higher education (business, marketing, or related field preferred);
- Minimum 2 years of B2B sales experience, preferably in international markets;
- Proven experience with cold calling and attracting new clients;
- Excellent communication and negotiation skills;
- Strong work ethic, time management, and organizational skills;
- Fluent English (written and spoken) — additional languages are a plus;
- Highly self-motivated, proactive, and goal-driven personality;
- Ability to learn quickly, adapt to change, and work independently.

WORKING AT FL TECHNICS:

- Exclusive experience to the aviation business industry;
- Flexible working hours to promote work-life balance;

- Work remotely for up to one month a year;
- Additional private health and accident insurance;
- Discount system with partnering companies;
- Access to internal training and courses;
- Complimentary in-house gym and other sports activities;
- Supporting and cheering for your success team;
- Competitive salary from 2460 to 4960 EUR gross (including bonuses for reached sales targets).

Seize this opportunity to soar to new heights with FL Technics! Apply now and be part of a globally acclaimed team shaping the future of aviation.

Salary: from 2460 € to 4960 € (brutto)

FL Technics - a leading global provider of aircraft maintenance, repair, and overhaul (MRO) services, specializing in a comprehensive range of aviation solutions such as maintenance, parts and materials supply, technical trainings, wheels and brakes services, engine repair shop, engineering, design and production and aerospace logistics. With offices in Lithuania, the United Kingdom, the UAE, Canada, Germany, Italy and Thailand, FL Technics holds certifications, including EASA Part-145, Part-CAMO, Part-147, Part-21, FAA-145, UK CAA, and other NAA. Operations extend across Europe, South, Central and North Americas, the Middle East, Africa, Asia- Pacific regions.