



B2B SALES MANAGER (AFTERNOON SHIFT). VILNIUS, LITHUANIA

Locatory.com is a multicultural international company part of Avia Solutions Group which is well-known in the global aviation industry and beyond. As the top employer in the sector, we are ready to offer a position to a Sales Manager with B2B sales experience and a strong drive to thrive in a dynamic, global environment.

As a part of one of the most advanced sales organizations in the B2B segment, you'll play a key role in expanding new markets, strategically identifying prospects, and closing deals in a fast-paced environment of the aviation world.

Responsibilities:

- Contact potential clients through cold calls and initiating online meetings.
- Identify key decision makers and managing the full sales life cycle.
- Building new client relationships by earning their loyalty and trust.
- Identify clients needs and suggest appropriate product.
- Closing sales with consultative selling approaches.

Qualifications:

- At least 1 years of experience in a proactive sales role.
- Excellent command of English language skills (both oral and written).
- Go-getter attitude and strong communication skills.
- Passion for challenges and high achievement orientation.
- Relationship-building skills, ability to connect with customers and teammates.

Works perks and more:

- Motivational bonus system (monthly bonus based on achieved results).
- Opportunity to work with innovative IT solutions in the aviation industry.
- A rewarding and fun work environment in an interdisciplinary team of professionals.
- Health Insurance package in compliance with our company policy.
- Office gym and free parking.
- Brand new office.

Start your journey as a Sales Manager earning on average €4,300 gross per month – with a base salary starting from €1,900 gross and uncapped bonuses from day one. Your final offer for the base salary will be discussed individually during the final round.

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.