



ACCOUNT EXECUTIVE. VILNIUS, LITHUANIA

We're looking for a results-driven Account Executive to join our team in Vilnius and play a key role in expanding our next-generation ERP software tailored for modern Part-145 MRO organizations. This is a hands-on role focused on executing international sales strategies, building long-term relationships, and navigating the complex, relationship-driven sales cycle of the aviation industry.

Main functions and responsibilities:

- **Execute Strategic Sales Activities:** Implement a focused outbound sales strategy targeting independent MROs and aviation service providers across international markets.
- **Customer Engagement:** Build and maintain relationships with decision-makers, influencers, and evaluators. Understand their operational challenges and position our ERP as a high-impact, long-term solution.
- **Discovery & Demos:** Lead discovery meetings and high-level product demonstrations. Translate client needs and operational gaps into actionable feedback for product and implementation teams, and help shape realistic roadmaps.
- **Sales Funnel Execution:** Own the full sales funnel—from cold outreach to deal closure. Maintain a structured pipeline, follow up rigorously, and convert interest into qualified opportunities.
- **Expectation Management:** Align stakeholders across the sales process and manage expectations regarding timelines, technical fit, and implementation outcomes.
- **Market Insight & Value Proposition:** Monitor industry trends, identify customer pain points, and craft tailored, value-driven messaging.
- **Cross-Team Collaboration:** Work closely with product, marketing, and implementation teams to ensure consistent messaging and alignment throughout the buyer journey.
- **Event Representation:** Represent Sensus Aero at aviation industry events and global conferences to generate leads and deepen market understanding.

Requirements for the position:

- Experience in the aviation industry, ideally in software sales, business development, or operational roles in MRO is preferred.
- Demonstrated ability to run high-quality discovery meetings and product demos.
- Strong communication and presentation skills in English.
- Analytical thinker with a proactive, results-oriented approach.
- Proven ability to manage complex B2B sales cycles with multiple stakeholders.
- Willingness to travel internationally for conferences, customer visits, and networking.

What we give in advance:

- Exceptional Growth Potential
- Motivational system
- Global Exposure

- Cutting-Edge Solutions
- Flexible Work Arrangements
- Competitive Compensation

Salary: from 3000 € to 4000 € (brutto)

Sensus AERO is an IT company that creates smart tools for aviation business management. Sensus AERO products fall into two categories of ERP (enterprise resource planning) software for the management of MRO and Ground Handling/Airport business lines and operations.