



HEAD OF ENGINESTANDS. VILNIUS, LITHUANIA

About the job

EngineStands.com is an aircraft engine stand leasing service for airlines, MROs, lessors, engine repair shops, OEMs, freight operators, and logistics companies worldwide. Our growing inventory of OEM-certified stands supports both widebody and narrowbody aircraft operations, with flexible short-term and long-term lease options.

About The Role

We are looking for a commercially driven leader who will take full ownership of sales performance, engine stand lease revenue, and customer growth at EngineStands.com.

This is a hands-on commercial role focused on delivering results. We are looking for someone who can actively grow the engine stand leasing business, close deals, build long-term industry relationships, and maximize stand utilization across global markets.

You will lead worldwide sales activities, manage key customer accounts, negotiate commercial agreements, and lead a high-performing commercial team focused on revenue growth and customer success.

This is a great opportunity for someone who enjoys taking ownership, building relationships, leading people, and making a real impact in an international aviation business.

What You'll Do

- Drive global engine stand lease sales and revenue growth.
- Take ownership of stand utilization and commercial performance.
- Proactively identify and win new business opportunities worldwide.
- Lead the full sales cycle - from prospecting to contract signing.
- Build and maintain strong relationships with airlines, MROs, OEMs, leasing companies, and engine shops.
- Negotiate commercial agreements and long-term lease partnerships.
- Lead and motivate the commercial team to achieve sales targets.
- Work closely with operations teams to ensure smooth customer delivery.

What We're Looking For

- Experience in aviation sales, commercial management, leasing, or aftermarket services.
- Proven ability to drive sales and deliver commercial results.
- Strong negotiation and relationship-building skills.
- Leadership experience with the ability to manage and motivate teams.
- Hands-on, commercially focused mindset with strong ownership mentality.
- Comfortable working in an international and fast-paced aviation environment.

Why Join Us

- Opportunity to lead and grow a global aviation leasing business.
- High-impact role with real ownership and decision-making responsibility.
- Work with leading aviation companies worldwide.
- Dynamic, entrepreneurial environment with fast growth opportunities.
- Strong opportunities for professional and leadership development.

Salary starting from 5,500 EUR gross+ an attractive performance-based bonus. The final base salary will be discussed individually during the final interview stage.

Salary: from 5500 € to 6000 € (brutto)

Avia Solutions Group, the world's largest ACMI (Aircraft, Crew, Maintenance, and Insurance) provider, operates a fleet of 136 aircraft on 6 continents. Supported by 11,000 professionals, the group is the parent company to over 250+ subsidiaries including Avion Express, BBN Indonesia Airlines, and KlasJet. The group also provides a range of aviation services: MRO (Maintenance, Repair, and Overhaul), pilot and crew training, ground handling, as well as a variety of associated aviation.