



## **SALES SPECIALIST FOR PILOT RUNWAY. BUCHAREST, ROMANIA**

We are seeking for a new sales person to work with new launch of our groundbreaking new financed pilot training program called Pilot Runway in Romania. This is a unique opportunity to contribute to a new business line from the ground up and make a real difference in the lives of young people. If you have a proven track record of success in sales we encourage you to apply for this exciting opportunity. You will have an opportunity to grow within a highly motivated team and company - come and join us!

### **We promise a highly challenging field and wide scope of responsibilities, which will initially cover:**

- Building relationships with secondary schools/high schools to promote and cooperate for pilot training.
- Answering incoming inquiries (Leads).
- Providing information to the clients by phone, live/virtual meetings and e-mail.
- Presenting in details company's services to customer.
- Career counselling for clients using in-depth market knowledge.
- Actively participating in exhibitions, open days, conferences, webinars, seminars in Romania.
- Analysing the needs of potential clients, planning meetings with them, collecting feedback and making further sales.
- Preparing contract according to the company's standard forms, agreeing on contract conditions with the clients.
- Verifying specific documents and initiating KYC process.
- Coordinating client support prior onboarding: accommodation, visa questions, medical checks, etc.
- Working according to approved company processes.
- Working with company IT systems to monitor and ensure a smooth sale and client service process.
- Participating in daily meetings based on Lean principles.
- Setting and achieving short-term and long-term goals in accordance with the company's strategic goals.
- Performing other duties and responsibilities assigned by direct manager.

### **We dream about a team member who:**

- Has more than two years of experience in sales.
- Has experience in customer service and is service -minded.
- Knows what formal but pleasant communication with positive energy is.
- Has proven experience as well as the ability to work independently and as part of a team.
- Has excellent skills in a Microsoft Office 365 environment or has basic conceptual computer literacy.
- Is self-motivated and willing to take ownership.
- Has analytical and conceptual thinking skills.
- Mother language is Romanian.

- Uses the English language at an effectively operational and independent level.
- Is flexible with good time management skills.
- Has respectful and positive attitude.
- Wants to learn every day and thinks aviation could be the love of one`s life.

#### **What we offer you:**

- Fully remote work from your home office in Romania.
- Additional holiday days for seniority after 2 years working for the company.
- A Wellness day to take care of yourself and a Birthday day to celebrate.
- Mental gym to support your emotional wellbeing from Mindletic.
- An entertainment flight with a full flight aviation training simulator.
- Extensive on boarding plan to ease your integration into company.
- An international and multicultural environment in vibrant industry with plenty of challenges to achieve as well as duty trips to headquarters in Lithuania.
- Personal growth possibilities if you are eager to progress in your career, we have a bunch of examples to share.

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**BAA Training** is one of the TOP 3 biggest independent aviation training centres in Europe providing a full scope of aviation training solutions on both - B2B and B2C levels. We are accelerating with the ambitious expansion in Europe and Asia and working with clients from 96 countries. Our mission is to provide aviation community with highly-qualified aviation professionals.