



## **SALES DEVELOPMENT REPRESENTATIVE FOR ENGINESTANDS.COM. VILNIUS, LITHUANIA**

EngineStands.com is a business line of Locatory.com that provides aircraft engine stands and tools leasing service for Airlines, MROs, engine repair shops, leasing companies, freight forwarders and other customers around the world. We are part of Avia Solution Group and as the top employer in the sector, we are ready to offer a position to a Sales Development Representative.

If you're a high-energy professional who thrives on challenges, strategic thinking, and persistence, we invite you to join our team and explore the many career growth opportunities we offer.

You will:

- Research and identify high-potential leads in our target markets,
- Craft personalized outreach messages via email, LinkedIn, and phone,
- Conduct discovery calls to qualify prospects,
- Work closely with Account Executives to book meetings and hand off opportunities,
- Track all activity in our CRM ,
- Hit weekly/monthly targets for outreach and meetings booked.

What We're Looking For

You might be early in your sales career, or looking to pivot into tech — either way, we care more about mindset than years of experience.

You are:

- Coachable and eager to learn,
- Excellent at written and verbal communication,
- Resilient and self-motivated,
- Organized, with strong attention to detail,
- Comfortable making cold calls and handling rejection,

- Curious and always researching your target customers.

What we give in return:

- 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.
- Children's room where you can leave your kids to play with supervision.
- Brand new office.

Salary comment: The salary for this role is from 1653,00 EUR/gross to 1984,00 EUR/gross, based on your skills and experience.

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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.